

THE
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THE INDUSTRIAL ARTS INDEX

TWENTY-SEVENTH ANNUAL VOLUME

1939

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE
AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

EDITED BY

MARION E. POTTER, LOUISE D. TEICH,
LEONE BAKER, ADELINE MACRUM

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1940

INDUSTRIAL ARTS INDEX

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PREFACE

This volume of the Industrial Arts Index, the twenty-seventh annual cumulation, covers the period December, 1938, thru November, 1939. The indexing is not complete for a few periodicals which were delayed in arriving because of the war or other conditions. The indexing of these will be found in the current numbers of the Index. The list of periodicals included remains unchanged except for the loss of *Electric Journal*, which discontinued publication last March. In response to requests the *Comparative Law Series*, a monthly review published by the Division of Commercial Law, United States Bureau of Foreign and Domestic Commerce, will be indexed.

The book titles included in this volume number 2873. In addition to these are numerous pamphlets, government and college bulletins, and bibliographies.

M. E. P.

List of Periodicals Indexed

- Adv & Sell**—Advertising and Selling. \$2; single numbers 25c. m Robbins Pub. Co, Inc, 9 E 38th St, New York (1v:Ja v32;i-none)
Changed to monthly beginning January, 1938
Extra Mid-February issue
- Advanced Management**—Advanced Management. \$6. q Society for the Advancement of Management, 29 W 39th St, New York (1v: v1;i none)
Formerly Society for the Advancement of Management Journal, a bi-monthly
- Aero Digest**—Aero Digest. \$3; single numbers 35c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York (2v:Ja, Jl v34-35;i-s)
Absorbed Aviation Engineering beginning July, 1933
- Air Commerce Bul**—Air Commerce Bulletin. 50c; single numbers 5c. m Superintendent of Documents, Washington, D.C. (2v:Ja, Jl v10-11;i-s)
Replaced by Civil Aeronautics Journal, January 1940, published semi-monthly
- Am Arch.** See Arch Rec
- Am Assn of Textile Chemists and Colorists.** Proceedings. Published in American Dyestuff Reporter
- Am Bankers Assn J.** See Banking
- Am Bld**—American Builder and Building Age. \$2; single numbers 25c. m Shumons-Boardman Pub. Co, 30 Church St, New York (1v:Ja v61;i-none)
- Am Business**—American Business combined with System. \$3; single numbers 35c. m Dartnell Publications, Inc, 4660 Ravenswood Av, Chicago (1v:Ja v9;i-r)
Indexing began August 1935 when it was combined with System
- Am Cer Soc Bul**—Bulletin of the American Ceramic Society. \$1.50; single numbers 25c. m American Ceramic Society, 2525 N High St, Columbus, Ohio (1v:Ja v18;i-s)
- Am Cer Soc J**—Journal of the American Ceramic Society. \$1.50; single numbers \$1.50. m American Ceramic Society, 2525 N High St, Columbus, Ohio (1v:Ja v22;i-s)
- Am Chem Soc J**—Journal of the American Chemical Society. \$8.50. m Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D.C. (1v:Ja v61;i-s)
- Am Concrete Inst J**—Journal of the American Concrete Institute. \$7.50; single numbers \$1.50. 6 times a year (S, N, Ja, F, Ap, Jo) American Concrete Institute, 7400 Second Blvd, Detroit, Mich. (2v:Ja, S v10-11;i-l)
Began publication as v 1 (Proceedings, v 26) November, 1929
- Am Dyestuff Rep**—American Dyestuff Reporter. 35; single numbers 50c. bi-w Howes Pub. Co, Inc, 440 4th Av, New York (1v:Ja v28;i-s)
Includes Proceedings of American associations of textile chemists and colorists
- Am Gas Assn**—American Gas Association. Annual conventions. Proceedings, annual American Gas Association, Inc, 420 Lexington Av, New York (20th annual convention, 1938)
- Am Gas Assn Mo**—American Gas Association Monthly. \$3. m (bi-m Jl-Ag) American Gas Assn, 420 Lexington Av, New York (1v:Ja v21;i-l)
- Am Gas J**—American Gas Journal. \$2; single numbers 25c. m American Gas Journal, Inc, Dodge Bldg, 53 Park Pl, New York (2v:Ja, Jl v150-151;i-l)
- Am Inst Chem Eng Trans**—American Institute of Chemical Engineers. Transactions. \$10; single numbers \$2. bi-m American Institute of Chemical Engineers, 29 W 39th St, New York (1v:F v35;i-s)
Changed from a quarterly to a bi-monthly beginning February 1938
- Am Inst E E J.** See Elec Eng
- Am Inst of Mining and Metallurgical Engineers.** See Min & Met
- Am J Sci**—American Journal of Science. \$6; single numbers 60c. m American Journal of Science, New Haven, Conn. (1v:Ja v237;i-s)
- Am Mach**—American Machinist. \$3; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v83;i-r)
- Am Pet Inst Proc**—American Petroleum Institute Proceedings. 50 W 50th St, New York (19th annual meeting, 1938, v19, pts 1-4; 9th mid-year meeting, 1939, v20[M] pts 1, 3, 4)
- Am Soc C E Proc**—Proceedings of American Society of Civil Engineers. \$8; single numbers \$1. m (except Jl and Ag) American Society of Civil Engineers, 33 W 39th St, New York (1v:Ja v65;i-s)
- Am Soc for Metals Trans**—Transactions of the American Society for Metals. \$5; single numbers \$2. q American Society for Metals, 7016 Euclid Av, Cleveland, Ohio (1v:Mr v27;i-r)
Formerly Transactions of American Society for Steel Treating
- Am Soc Heat & V E J.** See Heating-Piping
- Am Soc M E J.** See Mech Eng
- Am Soc Steel Tr Trans.** See Am Soc for Metals Trans
- Am Soc T M Proc**—American Society for Testing Materials. Proceedings, annual American Society for Testing Materials, 260 S Broad St, Philadelphia (1v:38)
- Am Statist Assn J**—Journal of the American Statistical Association. \$6; single numbers \$1.50. q American Statistical Association, 1626 K St, N.W., Washington, D.C. (1v:Mr v34; i-s)
- Am Water Works Assn J**—Journal of the American Water Works Association. \$7; single numbers 75c. to members 50c. m American Water Works Assn, 22 E. 40th St, New York (1v:Ja v31;i-l)
April number reprinted with May issue to correct pagination. Discard April number
- Angew Chemie**—Angewandte Chemie. RM 48; single numbers RM 1.20 w Verlag Chemie, G. m. b. H, Corneliusstr. 3, Berlin W 35, Germany (1v:Ja v52;i-l)
- Ann Am Acad**—Annals of the American Academy of Political and Social Science. \$5; single numbers \$2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia (6v:Ja, Mr, My, Jl, S, N v201-206;i-s)
- Annalist**—The Annalist. \$7; single numbers 20c. w New York Times Co, Times Square, New York (2v:Ja, Jl v53-54;i-s)
- Arch Forum**—Architectural Forum. \$4; single numbers \$1. m Time, Inc, 330 E 22d St, Chicago (2v:Ja, Jl v70-71;i-r)

Publications of societies, institutions, etc. are listed under the names of the organizations.
i-l=index sent loose; i-r=index sent upon request; i-s=index stitched in volume.

- Arch Rec**—Architectural Record combined with American Architect and Architecture. \$3; single numbers \$1. m F. W. Dodge Corp, 115 W 40th St, New York (2v:Ja, Jl v85-86; i-s)
Purchased American Architect and Architecture, March 1938
- Assn of Sp Lib & Inf Bur Proc**—Association of Special Libraries and Information Bureaux Proceedings. 5s. annual Association of Special Libraries and Information Bureaux, 31 Museum St, London, W.C. 1 (1v:15th conference, 1938)
- Automobile Eng**—The Automobile Engineer. 37s 4d; Canadian subs 34s 1d; single numbers 2s 6d. m The Automobile Engineer, Dorset House, Stamford St, London, S.E. 1 (1v:Ja v29; i-r; cost 8d)
Extra motor show review number published in November
- Automotive Ind**—Automotive Industries. \$1; single numbers 25c. s-m Chilton Co, Chestnut & 56th Sts, Philadelphia (2v:Ja, Jl v80-81; i-r)
Changed to semi-monthly beginning May 1, 1939
- Aviation**—Aviation. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v38; i-none)
- Bankers M**—Bankers Magazine. \$5; single numbers 50c. m Bankers Publishing Co, 185 Madison Av, New York (2v:Ja, Jl v138-139; i-r)
- Bankers Mo**—Bankers Monthly. \$5; single numbers 50c. m Rand McNally & Co, 536 South Clark St, Chicago (1v:Ja v56; i-none)
Formerly Rand McNally Bankers Monthly
- Banking**—Banking; Journal of the American Bankers Association. \$3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York (2v:Ja, Jl v31-32; i-r)
Formerly American Bankers Association Journal
- Barron's**—Barron's. \$10; single numbers 25c. w Barron's Pub. Co, 44 Broad St, New York (1v:Ja v19; i-r)
- Bell System Tech J**—Bell System Technical Journal. \$1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York (1v:Ja v18; i-s)
- Blast F & Steel Pl**—Blast Furnace and Steel Plant. \$2; single numbers 50c. January and August numbers \$1 ea. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh, Pa. (1v:Ja v27; i-s)
- Boston Soc C E J**—Journal of the Boston Society of Civil Engineers. \$4; single numbers \$1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston (1v:Ja v26; i-s)
- Brick & Clay Rec**—Brick and Clay Record. \$5; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago (2v:Ja, Jl v94-95; i-s)
- Bul of Bibliography**—Bulletin of Bibliography and Dramatic Index. \$3; single numbers \$1. 3 issues a year F. W. Faxon Co, 83 Francis St, Boston (1v:16; i-s)
- Burroughs Clearing House**—Burroughs Clearing House. m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit, Mich. (2v:Ja, O v23-24; i-none)
- Bus Transportation**—Bus Transportation. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v18; i-s)
- Business Week**—Business Week. \$5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Can Chem & Process Ind**—Canadian Chemistry and Process Industries. \$4; single numbers 40c. m Westman Publications, Ltd, 366 Adelaide St, West, Toronto, Ont. 2; United States agents, Macintyre & Simpson, 75 E Wacker Drive, Chicago (1v:Ja v23; i-r)
Formerly Canadian Chemistry and Metallurgy
- Can Eng**—The Canadian Engineer. \$3; single numbers 10c; \$4; single numbers 15c in U.S. w Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2 (2v:Ja, Jl v76-77; i-r)
Published as two separate specialized monthly papers instead of one general weekly, beginning with 1940. Roads and Bridges section will be published on the first of each month and the Water and Sewage section on the 15th
- Can Min J**—Canadian Mining Journal. \$3. m National Business Publications, Ltd, Garden-ville, Que. (1v:Ja v60; i-s)
- Chem Age (Lond)**—The Chemical Age. 26s; single numbers 6d. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja, Jl v40-41; i-s)
- Chem & Ind**—Chemistry and Industry. £4 4s. single numbers 1s 10d. w Society of Chemical Industry, Clifton House, Euston Rd, London, N.W. 1 (1v:Ja v58; i-l)
Published as section of Journal of the Society of Chemical Industry until 1937
Subscription price includes Journal of the Society of Chemical Industry
- Chem & Met Eng**—Chemical and Metallurgical Engineering. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v46; i-s)
- Chem Ind**—Chemical Industries. \$3; single numbers 35c. m Tradepress Pub. Co, Inc, 522 Fifth Av, New York (2v:Ja, Jl v44-45; i-r)
Formerly Chemical Markets
Published twice in October; second issue, Buyers Guidebook number
- Chem R**—Chemical Reviews. \$9. (\$7 to members of American Chemical Society) bi-m Williams & Wilkins Co, Baltimore, Md. (2v:F, Ag v24-25; i-s)
- Chem Soc J**—Journal of the Chemical Society. £3 5s. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1 (without vol no; i-l)
- Chemische Fabrik**—Die Chemische Fabrik. RM 30; single numbers RM 1.80 bi-w Verlag Chemie, G.m.b.H., Woyschstrasse 37, Berlin W 35, Germany (1v:Ja v12; i-l)
- Chimie & Ind**—Chimie & Industrie. \$30. m Société de Chimie Industrielle, 28 Rue Saint-Dominique, Paris, France (2v:Ja, Jl v41-42; i-r)
- Civil Eng**—Civil Engineering. \$5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York (1v:Ja v9; i-s)
- Coal Age**—Coal Age. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v44; i-s)
- Comm & Fin**—Commerce and Finance. \$2.50; single numbers 25c. m Giant Publishing Corp, 95 Broad St, New York
Suspended publication July 24 to October 16, 1937
Temporarily suspended with February 1939 issue
- Comm & Fin Chr**—Commercial & Financial Chronicle. \$18; single numbers 40c. w William B. Dana Co, 25 Spruce St, New York (2v:Ja, Jl v148-149; i-l)
Indexing resumed July 4, 1936
- Comm Rep**—Commerce Reports. \$2.50; single numbers 5c. w U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.
- Comp Air M**—Compressed Air Magazine. \$3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey (1v:Ja v44; i-r)
- Concrete**—Concrete. \$2; mill ed. \$3; single numbers 40c. m Concrete Pub. Co, Daily News Plaza, 400 W Madison St, Chicago (1v:Ja v47; i-s)
- Consumers' Research Bul (Gen bul ser)**—Consumers' Research Bulletin (Not Confidential). \$1; single numbers 30c. q Consumers' Research, Inc, Washington, New Jersey (2v:Ja, O v8-9; i-s)

- Cornell Eng**—Cornell Engineer. \$1.50; single numbers 20c. m (except Je-S) Cornell University, Ithaca, N.Y. (2v:Ja,O v4-5;i-none)
Replaces Cornell Civil Engineer and Sibley Journal of Engineering
- Credit & Fin Management**—Credit and Financial Management. \$3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York (1v:Ja v41;i-s)
- Dom Eng**—Domestic Engineering. \$2; single numbers 25c. m Domestic Engineering Co, 1900 Prairie Av, Chicago (2v:Ja,Jl v153-154;i-none)
- Dun's R**—Dun's Review. \$4; single numbers 35c. m Dun & Bradstreet, Inc, 290 Broadway, New York (1v:Ja v47;i-none)
Formerly Dun & Bradstreet Monthly Review
- Dun's Statis R**—Dun's Statistical Review. \$1; single numbers 10c. m Dun & Bradstreet, Inc, 290 Broadway, New York (1v:Ja v3;i-none)
- East Underw**—Eastern Underwriter. \$3; single numbers 25c. w Eastern Underwriter Co, 94 Fulton St, New York (1v:Ja v40;i-none)
- Econ Geol**—Economic Geology. \$5; single numbers 75c. s-q Economic Geology Pub. Co, Prince and Lemon Sts, Lancaster, Pa. (1v:Ja v34;i-s)
- Economist**—Economist. £2 18s; colonies £3 1s; single numbers 1s. w Economist Newspaper, Ltd, 8 Boulevard St, London, E.C. 4 (4v:Ja, Ap,Jl,O v134-137;i-l)
- Edison Elec Inst Bul**—Edison Electric Institute Bulletin. \$2; single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York (1v:Ja v7;i-r)
Began publication April, 1933 as successor to N E L A Bulletin
- Elec Eng**—Electrical Engineering. \$12; single numbers \$1.50. m American Institute of Electrical Engineers, 33 W 39th St, New York (1v:Ja v58;i-s)
- Elec J**—The Electric Journal. \$2; single numbers 25c. m The Electric Journal, 530 Fernando St, Pittsburgh, Pa.
Discontinued with the March 1939 issue
- Elec R (Lond)**—Electrical Review. £2 1s 6d; Canadian subs £1 12s 6d; single numbers 6d. w Electrical Review, Dorset House, Stamford St, London, S.E. 1 (2v:Ja,Jl v124-125;i-r)
- Elec W**—Electrical World. \$5; single numbers 25c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (2v:Ja,Jl v111-112;i-s)
Changed to a bi-weekly beginning September 1, 1934
Beginning January 11 a News Issue is published bi-weekly alternating with the regular issues
- Elec West**—Electrical West. \$2; single numbers 25c. m McGraw-Hill Co, of California, 68 Post St, San Francisco, Calif. (2v:Ja,Jl v82-83;i-r)
- Electrician**—Electrician. 30s; single numbers 6d. w Benn Bros, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja,Jl v122-123;i-s)
- Electrochem Soc Trans**—The Electrochemical Society. Transactions. The Electrochemical Society, Columbia University, New York
Formerly American Electrochemical Society Preprints are indexed
- Electronics**—Electronics. \$5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v121;i-s)
- Eng & Min J**—Engineering and Mining Journal. \$3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v140;i-s)
- Eng Educ**. See J Eng Educ
- Eng N**—Engineering News-Record. \$5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (2v:Ja,Jl v122-123;i-s)
- Engineer**—Engineer. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 28, Essex St, Strand, London, W.C. 2 [with bi-monthly supplement "Metallurgist"] (2v:Ja,Jl v167-168;i-l)
- Engineering**—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineering, Ltd, 35 and 36, Bedford St, Strand, London, W.C. 2 (2v:Ja,Jl v147-148;i-l)
- Exp Wireless**. See Wireless Engineer
- Explosives Eng**—The Explosives Engineer. \$1; single numbers 15c. m Explosives Engineer, 326 Delaware Trust Bldg, Wilmington, Delaware (1v:Ja v17;i-s)
- Factory Management**—Factory Management and Maintenance. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v97;i-r)
- Fed Res Bul**—Federal Reserve Bulletin. \$2; single numbers 20c (to non-members). m Board of Governors of the Federal Reserve System, Constitution Av at 20th St, Washington, D.C. (1v:Ja v25;i-s)
- Food Ind**—Food Industries. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v11;i-s)
- Fortune**—Fortune. \$10; single numbers \$1. m Time, Inc, 330 E 22d St, Chicago (2v:Ja,Jl v19-20;i-r)
- Foundry**—Foundry. \$2; single numbers 25c. m Penton Pub. Co, Penton Bldg, Cleveland, O. (1v:Ja v67;i-r)
- Franklin Inst J**—Journal of the Franklin Institute. \$6; single numbers 60c. m Franklin Institute, Benjamin Franklin Parkway at 20th St, Philadelphia (2v:Ja,Jl v227-228;i-s)
- Gas Age**—Gas Age combining Natural Gas, Gas Age, Gas Record. \$3; single numbers 25c. bi-w Robbins Pub. Co, Inc, 9 E 35th St, New York (2v:Ja,Jl v83-84;i-l)
Acquired Natural Gas Magazine March 14, 1936
Changed from weekly to bi-weekly January 7, 1937
- Gas J (Lond)**—Gas Journal. 35s; single numbers 1s. w Walter King, Ltd, 11 Bolt Court, Fleet St, London, E.C. 4 (4v:Ja,Ap,Jl,O v225-228;i-s)
- Gen Elec R**—General Electric Review. \$3; single numbers 30c. m General Electric Co, Schenectady, N.Y. (1v:Ja v42;i-l)
- Génie Civil**—Le Génie Civil. 280 fr; single numbers 5 fr. w Génie Civil, 5 Rue Jules-Lefebvre, Paris (9^e), France (2v:Ja,Jl v114-115;i-l)
- Geol Soc Bul**—Bulletin of the Geological Society of America. \$10. m Geological Society of America, Charles P. Berkey, sec, 419 W 117th St, New York (1v:Ja v50;i-s)
- Glass Ind**—Glass Industry. \$3; single numbers 25c. m Ogden-Watney Publishers, Inc, 11 W 42d St, New York (1v:Ja v20;i-s)
- Harvard Business R**—Harvard Business Review. \$5; single numbers \$1.25. q McGraw-Hill Book Co, Inc, 330 W 42d St, New York (2v:Ja,S v17-18;i-s)
- Heat & Ven**—Heating and Ventilating. \$2; single numbers 30c. m Industrial Press, 148 Lafayette St, New York (1v:Ja v36;i-r)
- Heating-Piping**—Heating, Piping and Air Conditioning. \$2; single numbers 25c. m Keeney Pub. Co, 6 N Michigan Av, Chicago (1v:Ja v11;i-s)
Includes American Society of Heating and Ventilating Engineers Journal section
- Ill U Eng Exp Sta Bul**—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill, Urbana
- Ill U Eng Exp Sta Circ**—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill, Urbana

- Illum Eng Soc Trans**—Transactions of the Illuminating Engineering Society. \$7.50; single numbers \$1. m (except Ag and O) Illuminating Engineering Society, 51 Madison Av, New York (1v:Ja v34:i-1)
Name changed to Illuminating Engineering beginning January 1940
- Illum Engr.** See Light & Lighting
- Ind & Eng Chem**—Industrial and Engineering Chemistry Industrial Edition. single numbers 75c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D.C. (1v:Ja v31:i-s)
With Analytical edition \$4
- Ind & Eng Chem Anal ed**—Industrial and Engineering Chemistry Analytical Edition. single numbers 50c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D.C. (1v:Ja v17:i-s)
Changed to monthly January 15, 1937
- Ind & Eng Chem News ed**—Industrial and Engineering Chemistry News Edition. \$2; single numbers 15c. s-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D.C. (1v:Ja v17:i-s)
- Ind Stand**—Industrial Standardization and Commercial Standards Monthly. \$4; single numbers 35c. m American Standards Association, 29 W 39th St, New York (1v:Ja v10:i-1)
- Index**—Index. q New York Trust Company, 100 Broadway, New York (1v:[Mr] v19:i-1)
Changed to a quarterly beginning February, 1938
- India Rubber W**—India Rubber World. \$3; single numbers 35c. m Bill Brothers Publishing Corporation, 420 Lexington Av, New York (3v:Ja,Ap,O v99-101:i-1)
- Inland Ptr**—Inland Printer. \$4; single numbers 40c. m Inland Printer Co, 309 W Jackson Blvd, Chicago (3v:Ja,Ap,O v102-104:i-none)
- Ins Field (Fire ed)**—Insurance Field (Fire and Casualty Edition). \$3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky. (1v:Ja v68:i-none)
- Ins Field (Life ed)**—Insurance Field (Life Edition). \$3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky. (1v:Ja v68:i-none)
- Inst Chem Eng Trans**—Transactions of the Institution of Chemical Engineers. annual Institution of Chemical Engineers, 56 Victoria St, Westminster, London, S.W. 1 (1v:v16 1938)
Indexing began with volume 9, 1931
- Inst E E J**—Journal of the Institution of Electrical Engineers. single numbers 10s 6d. m E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1; Chemical Pub. Co. of New York, 148 Lafayette St, New York (2v:Ja, Jl v84-85:i-1)
- Inst Mech Eng J & Proc**—Institution of Mechanical Engineers. Journal and Proceedings. Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1 (Pub Mr,Ap,My,Je,S,O v141; N,D v142:i-none)
- Inst Mech Eng Proc**—Institution of Mechanical Engineers. Proceedings. Irr Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1
Beginning March, 1939, published as Institution of Mechanical Engineers. Journal and Proceedings
- Inst Pet J**—Journal of the Institute of Petroleum. single numbers 7s 6d. m Institute of Petroleum, % Univ. of Birmingham, Edgbaston, Birmingham, 15 (1v:Ja v25:i-s)
Formerly Journal of the Institution of Petroleum Technologists
- Inst Pet Tech J**—Journal of the Institution of Petroleum Technologists. single numbers 7s 6d. m Institute of Petroleum, The Adelphi, London, W.C. 2
Name changed to Journal of the Institute of Petroleum, January, 1939
- Inst Radio Eng Proc**—Proceedings of the Institute of Radio Engineers. \$10; single numbers \$1. m Institute of Radio Engineers, Inc, 330 W 42d St, New York (1v:Ja v27:i-s)
- Int Labour R**—International Labour Review. \$6; single numbers 60c. m International Labour Office, 734 Jackson Pl, Washington, D.C. (2v:Ja,Jl v39-40:i-1)
- Inv Banking**—Investment Banking, Irr Investment Bankers Association of America, 33 S Clark St, Chicago (2v:Ja,N v9-10:i-none)
- Iron Age**—Iron Age. \$6; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia; 239 W 39th St, New York (2v:Ja,Jl v143-144:i-r)
- Iron & Steel Inst J**—Journal of the Iron and Steel Institute. s-annual Iron and Steel Institute, 4, Grosvenor Gardens, London, S. W. 1 (2v:v137-138,1938.nos1-2)
- J Account**—Journal of Accountancy. \$4; single numbers 35c. m American Institute Pub. Co, Inc, 13 E 41st St, New York (2v:Ja,Jl v67-68; i-s)
- J Business**—Journal of Business of the University of Chicago. \$4; single numbers \$1.25. q University of Chicago Press, 5750 Ellis Av, Chicago (1v:Ja v12:i-s)
- J Chem Educ**—Journal of Chemical Education. \$3; single numbers 50c. m Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa. (1v:Ja v16:i-s)
- J Eng Educ**—Journal of Engineering Education. \$3; single numbers 50c. m (except Jl and Ag) Society for the Promotion of Engineering Education, F. L. Bishop, Sec, University of Pittsburgh, Pittsburgh, Pa. (2v:Ja,S v29-30; i-s)
- J Fr Inst**—See Franklin Inst J
- J Ind & Eng Chem**—See Ind & Eng Chem
- J Ind Hygiene**—The Journal of Industrial Hygiene and Toxicology. \$6; single numbers 75c. m (except Jl and Ag) Williams & Wilkins Co, Mt Royal & Guilford Aves, Baltimore, Md. (1v:Ja v21:i-s)
- J Land & Pub Util Econ**—Journal of Land and Public Utility Economics. \$5; single numbers \$1.25. q Northwestern University, 337 E. Chicago Av, Chicago (1v:F v15:i-s)
- J Phys Chem**—The Journal of Physical Chemistry. \$10; single numbers \$1.50. m (except Jl, Ag, S) Williams & Wilkins Co, Mt Royal & Guilford Aves, Baltimore, Md. (1v:Ja v43:i-s)
- J Research Nat Bur Stand**—Journal of Research of the National Bureau of Standards. \$3.50; single numbers 30c. m Superintendent of Documents, Washington, D. C. (2v:Ja,Jl v22-23;i-1)
- Light & Lighting**—Light and Lighting, 10s 6d; single numbers 9d. m Light and Lighting, 32 Victoria St, London, S.W.1 (1v:Ja v32:i-s)
Formerly Illuminating Engineer. Name changed January, 1936
- Locomotive**—Locomotive. 50c; single numbers gratis; recent bound volumes \$1. q Hartford Steam Boiler Inspection & Insurance Co, 56 Prospect St, Hartford, Conn. (1v:Ja v42:i-none)
- Mach**—Machinery. \$3; single numbers 35c. m Industrial Press, 148 Lafayette St, New York (2v:Ja,S v45-46;i-1)
- Mag of Wall St**—Magazine of Wall Street and Business Analyst. \$7.50; single numbers 35c. bi-w Ticker Pub. Co, Inc, 90 Broad St, New York (3v:Ja,Ap,O v63-65:i-s)
Extra number, Manual of Magazine of Wall Street published annually in March
- Management R**—Management Review. \$5; single numbers 50c. m American Management Association, 330 W 42d St, New York (1v:Ja v28:i-none)
Formerly American Management Review
- Manuf Rec**—Manufacturers Record. \$2; single numbers 25c. m Manufacturers Record Publishing Co, Manufacturers Record Building, Commerce & Water Sts, Baltimore, Md. (1v:Ja v108:i-none)

Marine Eng—Marine Engineering and Shipping Review. \$3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York (1v:Ja v44;i-r)

Acquired Marine Review and name changed to Marine Engineering and Shipping Review, November 1935

Mass Transportation—Mass Transportation. \$1.50; single numbers 25c. m Kenfield-Davis Pub. Co, 431 S. Dearborn St, Chicago (1v:Ja v35;i-s)

Formerly Electric Traction and Bus Journal

Mech Eng—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. \$5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York (1v:Ja v61;i-r)

Mech Handling—Mechanical Handling and Conveying. 12s; single numbers 1s. m Louis Cassier Co, Ltd, 22, Henrietta St, Covent Garden, London, W.C. (1v:Ja v26;i-l)

Metal Ind—Metal Industry. \$2; single numbers 20c. m Metal Industry Pub. Co, Inc, 116 John St, New York (1v:Ja v37;i-s)

Merged with Platers' Guide, August, 1936

Metal Prog—Metal Progress. \$5; single numbers \$1. m American Society for Metals, 7016 Euclid Av, Cleveland, O. (2v:Ja,JI v35-36;i-l)

Metals & Alloys—Metals and Alloys. \$2; single numbers 25c. m Reinhold Pub. Corp, 330 W 42d St, New York (1v:Ja v10;i-s)

Min & Met—Mining and Metallurgy. \$3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York (1v:Ja v20;i-l)

Min Cong J—Mining Congress Journal. \$2; single numbers 20c. m American Mining Congress, 309 Munsey Bldg, Washington, D.C. (1v:Ja v25;i-none)

Mo U Sch Mines & Met Bul tech ser—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo, Rolla

Mod Plastics—Modern Plastics. \$5; single numbers 50c. m Breskin Pub. Corp, 122 E 42d St, New York (2v:Ja,S v16-17;i-l)

Formerly Plastic Products

Monthly Labor R—Monthly Labor Review. \$3.50; single numbers 30c. m Superintendent of Documents, Washington, D.C. (2v:Ja,JI v48-49;i-l)

Free to labor departments and bureaus and other offices connected with the administration of labor laws

N A C A Bul—N.A.C.A. Bulletin. s-m National Association of Cost Accountants, 385 Madison Av, New York (2v:Ja,S v20-21;i-l)

Distributed regularly only to members of the Association

N E Water Works Assn J—Journal of the New England Water Works Association. \$4; single numbers \$1.25. q New England Water Works Association, 613 Statler Bldg, Boston (1v:Mr v53;i-s)

Nat City Bank—National City Bank of New York. m 55 Wall St, New York

Nat Pet N—National Petroleum News. \$3; single numbers 10c. w National Petroleum Pub. Co, 1213 W 3d St, Cleveland, O. (1v:Ja v31;i-none)

Nat Research Council Bul—National Research Council Bulletin. irr National Research Council, Publication office, Washington, D.C.

Individual numbers variously priced. Price-list sent on request

Nat Safety N—National Safety News. \$4; single numbers 40c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago (2v:Ja,JI v39-40;i-r)

Nat Underw—National Underwriter. \$4; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v43;i-none)

Extra number (Auto ins no) published in April

Nat Underw (Life ed)—National Underwriter Life Insurance Edition. \$3; single numbers 15c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v43;i-none)

Extra number, American Life convention issue, published October 7

Nation's Business—Nation's Business. \$3; single numbers 25c. m Chamber of Commerce of the United States, 1615 H St, N.W., Washington, D.C. (1v:Ja v27;i-r)

N Y Pub Lib Bul—New York Public Library. Bulletin. \$1; single numbers 10c. m New York Public Library, 476 Fifth Av, New York (1v:Ja v43;i-s)

Bibliographies of interest to special libraries are indexed

New England Water Works Assn. See N E Water Works Assn J

Oil & Gas J—Oil and Gas Journal. \$6; single numbers 20c. w Petroleum Pub. Co, 211 South Cheyenne Av, Tulsa, Oklahoma (2v:Ja,My v37-38;i-s)

Oil Paint & Drug Rep—Oil, Paint and Drug Reporter. \$5; single numbers 15c. w Oil, Paint and Drug Pub. Co, Inc, 59 John St, New York (2v:Ja,JI v135-136;i-r)

Opt Soc Am J—Journal of the Optical Society of America. \$6; single numbers 60c. m American Institute of Physics, Inc, 175 Fifth Av, New York (1v:Ja v29;i-s)

Paper Tr J—Paper Trade Journal. \$4; single numbers 10c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York (2v:Ja,JI v108-109;i-s)

Personnel J—Personnel Journal. \$5; single numbers 75c. m (except JI and Ag) Personnel Research Federation, 60 E 42d St, New York (2v:Ja,My v17-18;i-s)

Phys R—The Physical Review. Second Series. \$15; single numbers 75c. s-m American Institute of Physics, Inc, 175 Fifth Av, New York (2v:Ja,JI v55-56;i-s)

Plastic Prod—Plastic Products. See Modern Plastics

Power—Power. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v83;i-r)

Extra number published in Mid-December

Power Pl Eng—Power Plant Engineering. \$2; single numbers 25c. m Technical Pub. Co, 53 West Jackson Blvd, Chicago (1v:Ja v43;i-r)

Ptg Art—Printing Art. \$10 for six issues; single numbers \$2. Dartnell Corp, 4660 Ravenswood Av, Chicago (1v:Ap v65;i-none)

Formerly Printing Art Quarterly

Ptr Ink—Printers' Ink. \$3; single numbers 10c. w Printers' Ink Pub. Co, Inc, 185 Madison Av, New York (4v:Ja,Ap,JI,v v186-189;i-none)

Ptr Ink Mo—Printers' Ink Monthly. \$2; single numbers 25c. m Printers' Ink Pub. Co, Inc, 185 Madison Av, New York (2v:Ja,JI v58-59;i-none)

Pub Health Rep—Public Health Reports. \$2.50; single numbers 5c. w Superintendent of Documents, Washington, D.C. (1v:Ja v54;i-r)

Distributed gratuitously to state and municipal health officers, etc., by the Surgeon general of the United States public health service, Washington, D.C.

Pub Roads—Public Roads. \$1; single numbers 10c. m Superintendent of Documents, Washington, D.C. (2v:Ja,Mr v19-20;i-r)

Pub Util—Public Utilities Fortnightly. \$15; single numbers 75c. bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington, D.C. (2v:Ja,JI v23-24;i-s)

Pub Works—Public Works. \$3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York (1v:Ja v70;i-r)

Pulp & Pa of Can—Pulp and Paper Magazine of Canada. \$5; single numbers 50c. m National Business Publications, Ltd, Gardenvale, Que. (1v:Ja v40;i-s)

Extra convention number published in February

- R Econ Statis**—Review of Economic Statistics. \$5. q Harvard University Press, Cambridge, Mass. (1v:F v21;i-r)
- R Sci Instr**—Review of Scientific Instruments. \$3; single numbers 50c. m American Institute of Physics, 175 Fifth Av, New York (1v:Ja v10;i-s)
\$1.50 to members of the Founder Societies of the Institute
- Radio N**—Radio News. \$1.50; single numbers 25c. m Ziff-Davis Pub. Co, 608 S. Dearborn St, Chicago (2v:Ja,Jl v21-22;i-s)
- Rayon**—Rayon Textile Monthly. \$5; single numbers 50c. m Rayon Pub. Corp, 303 Fifth Av, New York (1v:Ja v20;i-s)
Formerly Rayon and Melland Textile Monthly
- Ref Shelf**—The Reference Shelf. irr The H. W. Wilson Co, 958 University Av, New York
- Refrig Eng**—Refrigerating Engineering. \$3; single numbers 35c. m American Society of Refrigerating Engineers, 37 W 39th St, New York (2v:Ja,Jl v37-38;i-s)
- Roads & Sts**—Roads and Streets. \$3. m Gillette Pub. Co, 330 So. Wells St, Chicago (1v:Ja v82;i-r)
- Rock Prod**—Rock Products. \$2; single numbers 25c. m Trade Press Pub. Corp, 309 W Jackson Blvd, Chicago (1v:Ja v42;i-none)
- Roy Aeronautical Soc J**—Journal of the Royal Aeronautical Society. £3 3s; single numbers 5s 3d. m Royal Aeronautical Society, 4 Hamilton Place, London, W. 1 (1v:Ja v43;i-s)
- Rs Mod Phys**—Reviews of Modern Physics. \$4; single numbers \$1.20. q American Institute of Physics, Inc, 175 Fifth Av, New York (1v:Ja v11;i-s)
- Rubber Age**—Rubber Age. \$2; single numbers 25c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York (2v:Ja,Ap v44-45;i-s)
- Ry Age**—Railway Age. \$6; single numbers 25c. w Simmons-Boardman Pub. Co, 30 Church St, New York (2v:Ja,Jl v106-107;i-r)
- Ry Mech Eng**—Railway Mechanical Engineer. \$3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York (1v:Ja v113;i-r)
- S A E J**—S.A.E. Journal. \$10; single numbers \$1. m Society of Automotive Engineers, Inc, 29 W 39th St, New York (2v:Ja,Jl v44-45;i-s)
- Safety Eng**—Safety Engineering. \$3; single numbers 25c. m Safety Engineering, 75 Fulton St, New York (2v:Ja,Jl v77-78;i-s)
- Sales Management**—Sales Management. \$4; single numbers 20c. s-m Sales Management, Inc, 420 Lexington Av, New York (2v:Ja,Jl v44-45;i-none)
Published semi-monthly beginning May 1, 1932 except in April and October when it is published three times a month
- Sci Am**—Scientific American. \$4; single numbers 35c. m Munn & Co, Inc, 24 W 40th St, New York (2v:Ja,Jl v160-61;i-s)
- Science**—Science. \$6; single numbers 15c. w Science Press, Grand Central Terminal, New York (2v:Ja,Jl v89-90;i-s)
- Sheet Metal Worker**—Sheet Metal Worker. \$2; single numbers 25c. m Edwin A. Scott Pub. Co, Inc, 45 W 45th St, New York (1v:Ja v30;i-s)
- Sibley J.** See Cornell Eng
- Soc Chem Ind J**—Journal of the Society of Chemical Industry. £4 4s. m Society of Chemical Industry, Clifton House, Euston Rd, London, N.W.1 (1v:Ja v58;i-r)
In two separately paged sections; Transactions and British Chemical Abstracts
Price includes Chemistry & Industry formerly a section of the Journal
- Soc Dyers & Col J**—Journal of the Society of Dyers and Colourists. 60s; single numbers 5s. m Society of Dyers and Colourists, Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England (1v:Ja v55;i-1)
- Soc for Advan of Management J**—Society for the Advancement of Management Journal. \$6. bi-m Society for the Advancement of Management, 29 W 39th St, New York (1v:Ja v41;i-none)
Name changed to Advanced Management, Fall 1939, and published quarterly
- Soc Ing Civils Mémoires**—Mémoires de la Société des Ingénieurs Civils de France. 200 fr. bi-m Hotel de La Société, 19, Rue Blanche, Paris, France (9*) (1v:Ja v91)
- Special Lib**—Special Libraries. \$5; single numbers 50c. m (S-Ap) bi-m (My-Ag) Special Libraries Association, 31 E 10th St, New York (1v:Ja v30;i-1)
- Special Lib Assn Proc**—Proceedings, Annual Conference. pa \$2; to members \$1. Special Libraries Association, 31 E 10th St, New York
- Spectator (Life ed)**—Spectator; American Review of Life Insurance. \$2; with Property ed \$3; single numbers 25c. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia (2v:Ja,Jl v142-143;i-r)
Changed from weekly to bi-weekly July 11, 1935, v 135, no 1
- Spectator (Property ed)**—Spectator; Property Insurance Review. \$2; with Life ed \$3; single numbers 25c. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia (2v:Ja,Jl v4-5;i-r)
Began publication July 4, 1935, v 1, no 1
- Stahl & Eisen**—Stahl und Eisen. RM 40; single numbers RM 1.50 w Verlag Stahlreisen, m.b.H., Düsseldorf, Germany (1v:Ja v59;i-s)
- Steel**—Steel. \$4; single numbers 25c. w Penton Pub. Co, Penton Bldg, Cleveland, O. (2v:Ja,Jl v104-105;i-r)
- Survey of Cur Business**—Survey of Current Business. U. S. Bureau of Foreign and Domestic Commerce, Division of Business Review. \$2; single numbers 15c. m Superintendent of Documents, Washington, D.C. (1v:Ja v19;i-none)
Advance leaflets [5c] are distributed every week to subscribers in the United States. The leaflets are usually mailed on Thursdays and give such information as has been received during the preceding week
Regularly recurring statistics indexed from August issue because of numerous revisions and additions
- Survey of Cur Business 1938 Sup.** U. S. Bureau of Foreign and Domestic Commerce, Division of Business Review; 40c. Superintendent of Documents, Washington, D.C.
Indexed in 1938 annual. Published every two years
- System**—System and Business Management. See American Business
- Textile Col**—Textile Colorist. \$5. m Textile Colorist, Inc, 233 Broadway, New York (1v:Ja v61;i-s)
- Textile Inst J**—Journal of the Textile Institute. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester 3, England (1v:Ja v30;i-1)
- Textile World**—Textile World. \$1.50; single numbers 25c. m McGraw-Hill Pub. Co, Inc, Bragdon, Lord & Nagle Division, 330 W 42d St, New York (1v:Ja v89;i-1)
Extra annual review number published in February
- Transit J**—Transit Journal. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v83;i-1)
Extra convention number published August 4
Formerly Electric Railway Journal
- Trust Companies**—Trust Companies. \$5; single numbers 60c. m Fiduciary Publishers, Inc, 2 Rector St, New York
Name changed to Trusts and Estates, January, 1939
- Trusts & Estates**—Trusts and Estates. \$5; single numbers 60c. m Fiduciary Publishers, 50 E 42d St, New York (2v:Ja,Jl v68-69;i-none)

U S Agric—Publications. U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.

Selected contributions from the Bureau of Chemistry, Forest Service and Public Roads Bureau and other publications on technical subjects are indexed.

U S Bur For & Dom Com Domestic Commerce
* Ser—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Information
* Bul—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Promotion
* Ser—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur Labor Statistics Bul—United States. Bureau of Labor Statistics. Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

U S Bur Mines Bul—United States. Bureau of Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Information Circ—United States.
† Bureau of Mines. Information Circular. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Rep of Invest—United States.
† Bureau of Mines. Reports of Investigations. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Tech Pa—United States. Bureau of mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C.

U S Geol S Bul—United States Geological Survey. Bulletin. U.S. Geological Survey, Washington, D.C.

U S Geol S Professional Pa—United States Geological Survey. Professional Paper. U.S. Geological Survey, Washington, D.C.

U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics, Washington, D.C. Annual reports.

(Twenty-fourth annual report, 1938, including Technical reports nos. 612-644)

U S Nat Bur Stand—United States National Bureau of Standards. Circular. U.S. National Bureau of Standards, Washington, D.C.

U S Women's Bur Bul—United States. Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

V D I—Zeitschrift des Vereines Deutscher Ingenieure. RM 42; single numbers RM 1.75 w VDI-Verlag G. m. b. H. Dorotheenstr. 40, Berlin NW 7, Germany (1v:Ja v83;i-s)

W Soc E J—Journal of the Western Society of Engineers. \$3; single numbers 75c. bi-m Western Society of Engineers, 205 W Wacker Drive, Chicago (1v:Ja v44;i-s)

Water Works & Sewerage—Water Works & Sewerage. \$2; single numbers 25c. m Gillette Pub. Co, 330 So. Wells St, Chicago (1v:Ja v86;i-s)

Weekly Underw—Weekly Underwriter. \$5; single numbers 25c. w Underwriter Printing and Publishing Co, 80 Maiden Lane, New York (2v:Ja.Jl v140-141;i-l)

Western Soc of Eng J. See W Soc E J

Wireless Eng—Wireless Engineer. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1 (1v:Ja v16;i-s)

Formerly Experimental Wireless and The Wireless Engineer

Wis U Eng Exp Sta Bul—Bulletin of the University of Wisconsin, Engineering Experiment Station Series. irr Univ. of Wis, Madison

Zeit Ver Deutsch Ing—See V D I

* The free distribution of publications of the Bureau of Foreign and Domestic Commerce is confined almost entirely to government officers, educational institutions, libraries, the press, and commercial organizations. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

† United States Bureau of Mines Publications for sale by Superintendent of Documents, Government Printing Office, Washington, D.C. Reports of Investigations and Information Circulars distributed by Bureau.

‡ The official (free) distribution of publications of the Bureau is limited to government offices, public libraries, educational institutions, scientific societies, and cooperating experts. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

Key to General Abbreviations

+ continued on later
pages of the issue
abr abridged
Ag August
Ap April
arch architect
bibliog bibliography
comp compiled or compiler
cond condensed
cont continued
D December
diag diagram
ed edited or edition or
editor
F February
i index
il illustrations
inc incorporated
Ja January

Je June
Jl July
Mr March
My May
n s new series
N November
no number
O October
p page
pl plate
por portrait
pseud pseudonym
pt part
rev revised
S September
sup supplement
tr translated or translation or translator
v volume

Sample entry: Budgeting to cut unit costs; Talon, incorporated. P. K. Poulton and P. H. Goldsmith. *Factory Management* 97:48-52+ O '39

Explanation: An article with the title given above will be found in *Factory Management*, volume 97, pages 48 to 52 (continued on later pages of the same issue) the October 1939 number.

Abbreviations of Publishers' Names Used in Book Titles

- A.I.M.E. American Institute of Mining and Metallurgical Engineers, 29 W 39th St, N.Y.
- Am. Acad. of Pol. and Soc. Sci. American Academy of Political and Social Science, 3457 Walnut St, Philadelphia
- Am. Book Co. American Book Company, 88 Lexington Av, N.Y.
- Appleton-Century. D. Appleton-Century Co, Inc, 35 W32d St, N.Y.
- Baird. H. C. Baird & Co, 2 W 45th St, N.Y.
- Blackiston. The Blackiston Company, 1012 Walnut St, Philadelphia
- Blue Ribbon Books, Inc, 14 W 49th St, N.Y.
- Bobbs. Bobbs-Merrill Co, 724 N Meridian St, Indianapolis; 468 4th Av, N.Y.
- Bruce Pub. Bruce Publishing Company, 524-544 N Milwaukee St, Milwaukee, Wis; 330 W 42d St, N.Y.
- Callaghan. Callaghan & Co, 401 E Ohio St, Chicago
- Carnegie Endowment. Carnegie Endowment for International Peace, 700 Jackson Pl, NW, Washington, D.C.
- Carswell Co, Ltd, 145-149 Adelaide St, W, Toronto, 2
- Century Co. See Appleton-Century
- Chemical Catalog Co. See Reinhold Pub. Corp.
- Chemical Pub. Co, 148 Lafayette St, N.Y.
- Columbia Univ. Press, 2960 Broadway, N.Y.
- American Agent for the Publications of the League of Nations
- Commerce Clearing House, Commerce Clearing House, Inc, Loose Leaf Service Division of The Corporation Trust Company, 205 W Monroe St, Chicago; 350 5th Av, N.Y.
- Covici. Covici Friede, Inc, 435 E 24th St, N.Y.
- Crofts. F. S. Crofts & Co, 41 Union Sq, W, N.Y.
- Crowell. T. Y. Crowell Company, 432 4th Av, N.Y.
- Davis. F. A. Davis Company, 1914-1916 Cherry St, Philadelphia
- Day. John Day Co, Inc, 2 W 46th St, N.Y.
- Publications handled and sold by Reynal & Hitchcock, Inc, 386 4th Av, N.Y.
- Dodd. Dodd, Mead & Co, 449 4th Av, N.Y.
- Doubleday. Doubleday, Doran & Co, 14 W 49th St, N.Y.
- Drake. Frederick J. Drake & Co, 179 N Michigan Av, Chicago
- Dutton. E. P. Dutton & Co, 286-302 4th Av, N.Y.
- Engineers Book Shop, 168 E 46th St, New York
- Farrar. Farrar & Rinehart, Inc, 232 Madison Av, N.Y.
- Ginn. Ginn & Co, (Educational text-bks.) 15 Ashburton Place, Boston; 2301-2311 Prairie Av, Chicago; 70 5th Av, N.Y.
- Gregg. Gregg Publishing Company, 270 Madison Av, N.Y.; 6 N Michigan Av, Chicago
- Harcourt. Harcourt, Brace & Co, 383 Madison Av, N.Y.
- Harper. Harper & Brothers, 49 E 33d St, N.Y.
- Harvard Univ. Press, Randall Hall, Cambridge, Mass.
- Heath. D. C. Heath & Co, 285 Columbus Av, Boston; 180 Varick St, N.Y.; 1815 Prairie Av, Chicago
- Henley. Norman W. Henley Pub. Co, Putnam Bldg; 2 W 45th St, N.Y.
- Holt. Henry Holt & Co, 257 4th Av, N.Y.; 2626 Prairie Av, Chicago
- Houghton. Houghton, Mifflin Co, 2 Park St, Boston; 432 4th Av, N.Y.; 2500 Prairie Av, Chicago; 500 Howard St, San Francisco
- Int. Labor Office. International Labor Office, 734 Jackson Pl, NW, Washington, D.C.
- Knopf. Alfred A. Knopf, 501 Madison Av, N.Y.
- Lippincott. J. B. Lippincott Co, 227-231 S 6th St, Philadelphia
- Little. Little, Brown & Co, 34 Beacon St, Boston
- Liveright. Liveright Pub. Corp, 386 4th Av, N.Y.
- Longmans. Longmans, Green & Co, 114 5th Av, N.Y.
- McGraw-Hill. McGraw-Hill Bk. Co, Inc, 330 W 42d St, N.Y.
- Macmillan. The Macmillan Co, 60 5th Av, N.Y.
- Manual Arts Press, 237 N Monroe St, Peoria, Ill.
- Morrow. William Morrow & Co, Inc, 386 4th Av, N.Y.
- Nat. Bur. Econ. Research. National Bureau of Economic Research, Inc, 1819 Broadway, N.Y.
- Nat. Ind. Conf. Bd. National Industrial Conference Board, Inc, 247 Park Av, N.Y.
- National Research Council, 2101 Constitution Av, NW, Washington, D.C.
- Nelson. Thomas Nelson & Sons, 385 Madison Av, N.Y.
- Norton. W. W. Norton & Company, Inc, 70 5th Av, N.Y.
- Oxford. Oxford University Press, 114 5th Av, N.Y.; 480-486 University Av, Toronto, 2; (Clarendon Press, and Humphrey Milford Imprints), Amen House, London, E.C. 4
- Penton Pub. Co, 1213 W 3d St, Cleveland, O; 110 E. 42d St, N.Y.
- Pitman. Pitman Pub. Corp. 2-6 W 45th St, N.Y.
- Prentice-Hall, Inc, 70 5th Av, N.Y.
- Princeton Univ. Press, Princeton, N.J.
- Putnam. G. P. Putnam's Sons, Putnam Bldg, 2-6 W 45th St, N.Y.
- Reinhold Pub. Corp, 330 W 42d St, N.Y.
- Revell. Fleming H. Revell Co, 158 5th Av, N.Y.
- Ronald Press. Ronald Press Co, 15 E 26th St, N.Y.
- Routledge. George Routledge & Sons, Ltd, Broadway House, 68-74 Carter Lane, London, E.C. 4
- Ryerson Press, 299 Queen St, W, Toronto, 2
- Saunders. W. B. Saunders Co, 218 West Washington Sq, Philadelphia
- Scientific Bk. Corp, 15 E 26th St, N.Y.
- Scribner. Charles Scribner's Sons, 597 5th Av, N.Y.; 320 E 21st St, Chicago
- Simmons-Boardman. Simmons-Boardman Publishing Company, 30 Church St, N.Y.
- South-Western Pub. Co, Inc, 201 W 4th St, Cincinnati; 354 4th Av, N.Y.
- Special Lib. Assn. Special Libraries Association, 31 E 10th St, N.Y.
- Spon. E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1
- Stanford Univ. Press, Stanford University, Calif.
- Stokes. F. A. Stokes Co, 443-449 4th Av, N.Y.
- Supt. of Doc. Superintendent of Documents, Government Printing Office, Washington, D.C.
- Teachers College, Columbia University, 525 W 120th St, N.Y.
- Univ. of Chicago Press, 5750 Ellis Av, Chicago
- Van Nostrand. D. Van Nostrand Co, 250 4th Av, N.Y.
- Viking Press, Inc, 18 E 48th St, N.Y.
- West. West Pub. Co, 50 W Kellogg Blvd, St Paul, Minn.; 2 Lafayette St, N.Y.
- Wiley. John Wiley & Sons, Inc, 440 4th Av, N.Y.
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| Accountants' reports | Financial statements |
| Accounts receivable | Government accounting |
| Auditing | Interest |
| Balance sheets | Inventories |
| Bank accounting | Municipal accounting |
| Billing | Obsolescence |
| Bookkeeping | Operating statements |
| Budget, Business | Overhead expense |
| Consolidated statements | Payrolls |
| Controllers | Profit |
| Cost accounting | Punched card system |
| Depletion | Stores systems |
| Depreciation | Valuation |
| Dividends | |
- also subdivision Accounting under special subjects, e.g.
- | | |
|-----------------------|---------------------|
| Brokers | Labor cost |
| Carriers | Motor trucks |
| Clay products plants | Payrolls |
| Cleaning industry | Printing offices |
| Concrete construction | Products, New |
| Corporations | Public utilities |
| Electric utilities | Railroads |
| Export trade | Retail trade |
| Factories | Sales costs |
| Flour mills | Textile mills |
| Glass factories | Trust companies |
| Hotels | Trusts and trustees |
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Absorption
Carbon, Activated

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See also

- | | |
|--------------------|-----------------|
| Advertising | Catalogs |
| Advertising—Dealer | Match books |
| helps | Package inserts |
| Advertising awards | Posters |
| Blotters | Sales letters |
| Calendars | |

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- Cinderella sells for G-E; booklet, prize contests, marionette show. *il Ptr Ink* 189:71-3 N 3 '39
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Catalogs

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- How to escape prowling in blind alleys with picked copy writing elements. W. T. Laing. *Ptr Ink* 186:15-16, 69-72 F 2 '39
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Copy

See Advertising copy

Coupons

- Coupon replies by mail or telephone? J. Caples. *Adv & Sell* 32:37-8 Ap '39

ADVERTISEMENT Coupons Continued

How couponed advertising can stimulate retail sales, at least indirectly. V. O. Schwab. *Ptr Ink* 187:15-16, 85+ My 25 '39
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See also

Advertisements
 Layout

Door-knob hangers

Hanger holds sample; baker hangs oven-fresh, sample size loaf of its bread on door-knobs. *Il Inland Ptr* 103:24 JI '39

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Footnotes on headlines. W. J. Weir and H. W. Newton. *Ptr Ink* 187:65, 68, 71-2 Je 15 '39
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Illustrations

See Advertisements, Pictorial

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Match books; analysis of what 42,000,000 keyed match-books brought back in response to free and ten-cent offers; Sun-Maid raisin growers association. G. Gage. *Il Adv & Sell* 32:47-9+ F '39

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 Slim campaign; ways to use single columns in newspapers. *Il Ptr Ink* Mo 38:40 Ja '39

Why did you lay it out that way? *Il Ptr Ink* Mo 38:10-11 F '39

Position

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Printing

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See also

Advertising, Mail—
 Printing

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Pre-analyzing copy. *Il Ptr Ink* 185:17-28 N 24 '38
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 Seminar in advertising evaluation. H. H. Gould. *Il Adv & Sell* 32:41-3+ Ja; 43-6+ F; 44-6, 56 Mr '39
 Ten advertisements most productive in 1938 for international correspondence schools. *Il Adv & Sell* 32:48-9 Ja '39
 What copy testers' findings can tell the advertiser; most seen and read ads during 1938 and 1934 as cited by two rating services. *Il Adv & Sell* 32:24-7 F '39

See also

Advertising campaign
 Rating
 Advertising research

Repetition

Advertisement that is never changed; Sherrin Cody school of English. V. O. Schwab. *Il Ptr Ink* Mo 39:10-11, 64-5 S '39
 Law of diminishing returns in advertising; analysis of 28,000,000 coupons; abstract. I. J. Rosenbloom. *Management R* 28:276-7 Ag '39

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Influence of position and space units on inquiry returns. H. P. Roberts. *Il Adv & Sell* 32:44-6+ Ja '39

See also

Advertisements, Small
 space

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As it's done in Java. *Il Ptr Ink* Mo 38:43-4 Ja '39
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Advertising awards

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 Coupon replies by mail or telephone? J. Caples. *Adv & Sell* 32:37-8 Ap '39
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 How to escape prowling in blind alleys with picked copy writing elements. W. T. Laing. *Ptr Ink* 186:15-16, 69-72 F 2 '39
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 More agencies try copy-checking. *Il Business Week* p36-9 Mr 4 '39
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 16 sales arguments in one advertisement. W. T. Laing. *Il Ptr Ink* 187:11-14+ Ap 13 '39
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This new day in advertising. M. O'Dea. *Adv & Sell* 32:25 O '39

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What makes men and women look at ads; Printers' Ink Monthly special study. H. F. Gdofrey, jr. *Ptr Ink Mo* 38:18-21, 30+ Ap '39

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Few remarks on typography. M. Wagman. *Il Inland Ptr* 102:63 Mr '39

I'd wager a good cigar; samples of unattractive art dealers advertisements. E. Wiley. *Inland Ptr* 103:40 Ag '39

Litho media; a demonstration of the selling power of lithography. 205p \$15 Litho-media, 19 Rector st, New York '39

Specimen review. J. L. Frazier. Published in monthly numbers of *Inland printer*

Typographic scoreboard. *Il Inland Ptr* 102:30 Ja; 68 Mr '39

ADVERTISEMENTS, Humorous

Friendly copy; Oakite consumer campaign. F. A. Conolly. *Ptr Ink* 189:21-3 O 13 '39

Humor and good humor in advertising. A. H. Little. *Il Dun's R* 47:25-7+ My '39

Inferiority complex; Guinness advertising. *Il Adv & Sell* 32:39 Jl '39

Is Elsie a trend? A. H. Little. *Il Ptr Ink* 188:13-16+ Jl 28 '39

Line on the limerick. P. H. Erbes, jr. *Ptr Ink* 185:25, 28-9 D 29 '38

Sculptured vegetables for advertising models; three Western Electric ads. *Il Adv & Sell* 32:42 F '39

Telling the worst. *Management R* 28:316 S '39

See also

Advertisements, Pic- Advertisements, Pictorial—Cartoons Pictorial—Comic strip

ADVERTISEMENTS, Pictorial

American advertising for overseas markets. W. T. Gray. *Il Ptg Art* 68 no 2:23-6 '39

Art directors' awards. *Il Ptr Ink Mo* 38:16 My '39

Sculptured vegetables for advertising models; three Western Electric ads. *Il Adv & Sell* 32:42 F '39

See also

Advertising characters Posters
Color in advertising Show cards
Poster stamps

Cartoons

Direct mail with a smile on its face; Walles Dove-Hermiston corporation. J. F. Sorzano. *Il Ptr Ink Mo* 38:47 Ja '39

Seussology; birds, beasts, and creatures of the deep in advertising. *Il Adv & Sell* 32: 42-3 Ap '39

Comic strip

Comic strip advertising is changed to quality, with same basic sales idea; story of Coppus steam turbines. E. Kundig. *Il Ptr Ink* 188:17-20 Jl 21 '39

Copy clinic. E. B. Smith. *Il Adv & Sell* 32:52, 54, 72 Mr '39

Drawings

From idea to finished drawing with Merlin. *Il Ptg Art* 68 no 2:12-13 '39

Line drawings for industrial advertising; meeting the demand for sales and service literature at controlled cost. R. Eagan. *Il Ptr Ink Mo* 38:15-16 Je '39

Woodcut here again; recent newspaper advertisements. *Il Ptr Ink* 188:17-19 Jl 14 '39

Exhibitions

Advertising art, 1939; 18th annual exhibition, New York. *Il Adv & Sell* 32:48-56 Ap '39

17th Art directors annual of advertising art. 173p \$5 Longmans '39

Photographs

All year club of southern California advertising; photographs. *Adv & Sell* 31:40-40D D '38

Camera in advertising and industry. W. G. Briggs. 117p 54pls \$4 Pitman '39

Camera lens on tough jobs; field pictures of Caterpillar tractors. *Adv & Sell* 32:28a-28d S '39

Cropping with the camera. G. C. Aymar. *Il Adv & Sell* 32:24a-24d N '39

It pays to show how your product is made; Chatham manufacturing company, Cluett-Peabody, and Standard Radiator picture books. E. Whitmore. *Il Am Business* 9:22-4 Ja '39

Photograms. *Adv & Sell* 32:26-7 O '39

Photography for commerce. C. G. Holme, ed. 15p, 147pls \$3 Studio publications, New York '39

Shadows and light; photographs from Corning glass works campaign. *Il Adv & Sell* 32:40a-40d Je '39

Vacation mood in pictures; Canadian Pacific cruise advertising. *Adv & Sell* 32:40a-40d Jl '39

Writing industrial copy with a camera; Ohio brass company advertises overhead trolley equipment. M. K. Leggett. *Il Ptr Ink Mo* 39:13-14+ O '39

Point-of-sale tie-in

Integrating displays with other parts of the campaign. *Il Ptr Ink Mo* 39:14-15 N '39

Portraits

Are you getting men or women readers? R. Manville. *Adv & Sell* 32:29+ S '39

Photograph releases; a Printers' Ink Monthly special study. *Il Ptr Ink Mo* 38:19-21+ F '39

Santa Claus

Santa Claus junior. *Il Ptr Ink* 185:18 D 8 '38

X ray photographs

Inside story. *Il Adv & Sell* 32:29 Jl '39

ADVERTISEMENTS, Small size

Newspaper needs layout man; small-space copy that goes directly to newspaper composing room. L. Church. *Il Inland Ptr* 102:50 F '39

ADVERTISERS

Eight years of account turnover; analysis of agency changes of the 150 largest advertisers. R. I. Elliott. *Adv & Sell* 32:17-18 N '39

What factors influence the placing of an advertising account? J. A. Murphy. *Sales Management* 44:18-20+ Mr 1; 25-6+ Mr 15 '39

ADVERTISING

Advertising; brief survey and current status. Index 19 no 1:15-21 [Mr] '39

Advertising is a two-dimensional product. V. D. Beatty. *Ptr Ink* 186:6 F 23 '39

Advertising media and markets. B. Duffy. 437p \$5 Prentice-Hall '39

Advertising meets war and survives. C. Crow. *Il Ptr Ink* 187:11-15+ Ap 6 '39

Advertising theory and practice. C. H. Sandage. rev ed 747p \$4 Business publications, Chicago '39

Advertising's 7 critics; character sketches of the most typical fault finders. E. Peterson. *Ptr Ink* 188:49, 52+ Ag 18 '39

After hours, value of advertising. W. Wheelock. *Ptr Ink* 186:6 Ja 5 '39

British adman looks at war. C. W. Stokes. *Il Adv & Sell* 32:39-40 F '39

Consumer has her day; women's advertising club of Chicago gives all-day program. *Ptr Ink* 186:92-4 F 9 '39

Design; the new grammar of advertising. J. T. Mangan. *Il Ptg Art* 68 no 2:87-103 '39

Hardboiled practical merchandiser forces advertising to prove its worth; based on interview by E. Peterson with A. J. Newman. *Ptr Ink* 186:9-14 F 2 '39

It's often original to be obvious; advertising must sell. H. T. Ewald. *Adv & Sell* 32:28 S '39

Mr Bradbury's ice box. *Ptr Ink* 187:6 Je 15 '39; Discussion. 187:12 Je 22 '39

Monk's counsel to advertisers; Balthasar Garland. R. Arnold. *Il Adv & Sell* 32:81-2 F 15 '39

ADVERTISING—Continued

1938 recession provides yardstick for measuring power of advertising; pictograph. Sales Management 44:33 Mr 15 '39

O'Mahoney disowns Arnold advertising attack as committee agenda. Ptr Ink 186:11-12+ N 24 '39

Profitable showmanship. K. Goode and Z. Kaufman. 180p \$2.75 Prentice-Hall '39

Reciprocity; puts brakes on advertising and kills sales initiative. C. B. Larrabee. Ptr Ink 189:36, 38+ O 27 '39

Selling men's apparel through advertising. M. M. Lebensburger. 310p \$3 McGraw-Hill '39

Should advertising be afraid of the consumer movement? consumers in ten cities vote on whether advertising adds to costs. II Sales Management 45:18-20+ S 1 '39

Showmanship in business. K. Goode and Z. Kaufman. rev ed 226p \$2.75 Harper '39

Test your A.Q. A. R. Tripp. Ptr Ink Mo 39: 17, 39 Ag; 50 O '39

Truth about advertising. Business Week p51 Je 17 '39

Weather and other factors affecting results from advertising; an 11-year study of U.S. weather reports, balanced against more than 57,000 inquiries. V. O. Schwab. Ptr Ink 188:15-16+ Jl 14 '39

What advertising is, what it has done, what it can do now. Ptr Ink 186:11-20 Ja 12 '39

What is advertising? no. 78 of a series: A preface to advertising. M. O'Dea. Ptr Ink 187:34 Ap 13 '39

When advertising fails, fault is easily traced; 97 main shortcomings; relating to management, product, copy, space buying, distribution and research. Ptr Ink 186:11-16 Ja 19 '39

Why advertising substitutes fall down; why trick devices are costly; contests, premiums, discounts, demands upon mediums, free publicity. Ptr Ink 186:11-14+ F 16 '39

See also

Advertisements	House organs
Advertising agencies and other headings beginning Advertising	Medical advertising
Audit bureau of circulations	Merchandizing
Bank advertising	Moving pictures in advertising
Business	Political advertising
Catalogs	Posters
Church advertising	Premiums (merchandizing)
Color in advertising	Printing trade—Advertising service
Community advertising	Radio advertising
Containers	Safety advertising
Electric signs	Sales letters
Government advertising	Show windows
	Slogans
	State advertising

also subdivision Advertising under special subjects, e.g.

Automobile industry and trade	Insurance
Building trades	Insurance agents
Cigarettes	Motor bus lines
Department stores	Printing trade
Dog food	Railroads
Food industry and trade	Retail trade
Gas industry	Sleeping car service
Hotels	Television apparatus industry

Accounting

Good will: one dollar. J. A. Dingwall, jr. Ptr Ink 186:21-4 Mr 9 '39

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Important books of the year. K. D. Frankenstein. Special Lib 30:51-2 F '39

Children, Appeal to

Jr. railroad salesmen; Southern Pacific enlists interest and active aid of younger generation. F. Q. Tredway. II Ptr Ink 189:25-6, 30 O 6 '39

Too simple; some children's contests fall down because intelligence of prospects is under-rated. S. Holbrook. Ptr Ink 186:19 Ja 19 '39

See also

Radio broadcasting—Children's programs

Continuity

Arrow marks the spot; what ensues when advertising stops. A. H. Little. Ptr Ink 186: 11-15 Mr 16 '39

Consistent; uninterrupted advertising for fifteen years is part of successful International Harvester truck program. A. M. Howe. II Ptr Ink 186:17-20 F 9 '39

Continuity builds cumulative value; story of Ballantine's shows how identity, impression values, consistency, follow-through and executive interest make a merchandising program succeed. C. W. Badenhausen. II Ptr Ink 186:9-12, 50, 52-4 Mr 30 '39

Half century of association; reproduction of six advertisements appearing in India rubber world since 1889. India Rubber W 101: 97 O '39

Name prestige builds powerful sales story; American stove company. S. E. Little. II Ptr Ink 187:11-13+ My 18 '39

One robin doesn't make a spring—nor one insertion a campaign. B. E. Tacks. Sales Management 44:50+ My 15 '39

Product advertising, steadily done, lifts selling out of competitive class; Frigidaire superiority advertised and sold. F. R. Pierce. II Ptr Ink 187:11-14, 79-80 Je 29 '39

Startling trend shown in P.I. continuity study; danger signal up. Ptr Ink 187:17-20 Ap 6 '39

30 years an advertiser with never a let-down; Cluett, Peabody & co. A. O. Buckingham. II Ptr Ink 186:11-17 Ja 26 '39

Unbroken chain; 30 years of Oakite advertising. C. J. Swan. II Ptr Ink 188:9-11, 60-1 Jl 21 '39

We're oversold! why keep on advertising? old question up again; case studies. E. Peterson. Ptr Ink 189:9-11, 79-82 O 13 '39

Where nature promotes consistent demand, why not keep your advertising regular? M. G. Rollins. Adv & Sell 32:24-6+ S '39

Why continuity in advertising is so important; 30 leaders testify. Ptr Ink 187:36+ My 11 '39

Why keep on advertising when oversold? case histories from World war times. E. Peterson. Ptr Ink 189:25-6+ O 20 '39

See also

Advertising appropriations

Copy

See Advertising copy

Cost

18-million outlay, 14 million replies; tabulation of inquiry costs and results shows how 114 national advertisers deal with attention. W. T. Laing. Ptr Ink 188:11-12, 71-2, 74-6 Jl 28 '39

Inquiry costs drop to profitable low as space size grows; success case study; hose nozzle for guns. C. J. Swan. II Ptr Ink 187:17-20 My 25 '39

Should advertising be afraid of the consumer movement? consumers in ten cities vote on whether advertising adds to costs; estimated and actual costs of advertising. II Sales Management 45:18-20+ S 1 '39

Six ways to reduce advertising production costs; savings in engravings, composition, etc. J. Flanagan. II Adv & Sell 32:44-6 Jl '39

This inquiry analysis plan gives close check on media and costs; Henry Disston & sons. J. W. Jay. Ptr Ink 185:21-6 N 17 '38

See also

Advertising—Rates

ADVERTISING—Continued

Coverage

- What's d'ye mean "national" advertising? M. E. Goldman. *Automotive Ind* 81:112-13+ Ag 1 '39
- What beyond paid circulation? P. T. Cherington. *Il Adv & Sell* 32:27-9, 58+ Mr '39

Dealer cooperation

- Brewery merchandises its advertising. *Il Ptr Ink Mo* 39:52 S '39
- Circulation drive; Celotex salesmen obtain 40,000 readers for company magazine. *Il Ptr Ink* 187:23-4 Ap 6 '39
- How Del Monte gets thousands of dealers to feature the line. *Il Sales Management* 45:28 J1 '39
- How newspaper color ads built a \$1,000,000 business in 4 years; Hamilton Ross factories, inc. builds new accounts for furniture stores. *Il Sales Management* 45:18-19 Ag 15 '39
- Newspaper contract; text of Lady Esther agreement reimbursing retailers for co-operative advertising cost. *Ptr Ink* 186:89-90 F 9 '39
- Store selling power more important than consumer incomes, says Simmons. J. W. Hubbell. *Il Sales Management* 43:32, 34 N 15 '38
- These salesmen seldom try to obtain sales; selling out of the store rather than into the store increased volume for Cellucotton products. H. A. Jost and L. E. Meyer. *Ptr Ink* 185:11-12+ D 1 '38

Dealer helps

- Advertising campaign that will help heating men make extra profits; Owens-Corning will advertise Fiberglas dust-stop air filters. *Il Sheet Metal Worker* 30:44+ Ag '39
- Big green box; Hart Schaffner & Marx dramatized selling to retailer creates new interest in old line. A. M. Howe. *Il Ptr Ink* 187:15-18+ Ap 20 '39
- Caterpillar matches advertising dollars with its dealers and wouldn't quit. L. Hosler. *Ptr Ink* 189:91-5 N 17 '39
- Dealer program, closely knit; Bryant heater company. A. E. Schwarz. *Il Ptr Ink Mo* 38:13-14 Je '39
- Dealer program notes; ten phases of Pepperell's new sheet music promotion for January white sales. *Il Ptr Ink* 185:72, 74-5 D 15 '38
- Follow-through; discussion of vital point-of-sale advertising. C. B. Larrabee. *Il Ptr Ink* 188:23-6 S 15 '39
- Hotpoint responds to encore on '38 packaged promotion. *Sales Management* 45:34 N 15 '39
- How manufacturers can cut waste in department store sales help material. E. B. Weiss. *Ptr Ink* 187:15-16+ Je 29 '39
- Music for sale; piano industry starts ambitious, long-pull project. *Ptr Ink* 187:90-2 Ap 20 '39
- New England Coke finds coal dealers hungry for sales training. *Sales Management* 43:60 N 15 '38
- New merchandising aid; calendar for drug dealers. *Il Ptr Ink Mo* 38:22 Ap '39
- Oil jobber can add effectiveness to sales promotion material. *Nat Pet N* 31:95-8 Mr 29 '39
- When department stores refuse to use sales help material, there's a good reason. E. B. Weiss. *Il Ptr Ink* 187:11-14, 88-92 Je 15 '39

See also

Show cards

Dealers, Appeal to

- Belknap's friendly letters to bring new customers; mailing of eight four-page letters signed by the officers and executives of Belknap Hardware. *Am Business* 9:15-16 Ja '39
- Contest gets dealers to use a new display; Diston hand saws. *Il Ptr Ink Mo* 39:46+ S '39
- Dealer sales tools; co-operative program that helps move electric ranges. *Ptr Ink* 186:30+ Mr 9 '39

In your basket; Yale & Towne in business-paper space, brags about where its eggs are. W. B. Dodge and E. D. Jones. *Ptr Ink* 185:59+ D 15 '38

No hook! glaring weakness of much business-paper copy shown in this study. C. B. Larrabee. *Il Ptr Ink* 188:11-13+ Ag 25 '39

Dealers' salesmen, Appeal to

Behind the label; Hart Schaffner & Marx send retail salesmen nine letters and a booklet. *Il Ptr Ink Mo* 38:16-17+ F '39

Dentists, Appeal to

Proof of advertising's worth; Ritter's X-ray units. *Ptr Ink Mo* 38:24 My '39

Directories

Tabulation of account and personnel changes. *Adv & Sell* 32:48a-48d N '39

Economic aspects

- Advertising costs; abstract. *Management R* 28:274-5 Ag '39
- Advertising costs 3%. *Ptr Ink* 187:77-8 Je 29 '39
- Advertising gets 18 cents a week out of family food expenditures; pictograph. *Sales Management* 44:21 Ap 20 '39
- Advertising's relation to monopoly; Advertising & Selling asks: Mr. Arnold replies. *Adv & Sell* 31:25-7 D '38
- Advertising's 7 critics; character sketches of the most typical fault finders. E. Peterson. *Ptr Ink* 188:49, 52+ Ag 18 '39
- American way of life. G. E. Sokolsky. 180p \$2 Farrar '39
- Can advertising create monopoly? in a sense, yes; but it also builds competition. R. E. Rindfusz. *Ptr Ink* 187:11-13 Ap 20 '39
- Consumer movement opens way for statesmanship in business. H. W. Dickinson. *Ptr Ink* 187:62, 64-6, 68 My 4 '39
- Here's proof that advertising can be leading factor in cutting consumer cost; Kotex selling price, 65 cents in 1924, is now 20 cents. A. M. Howe. *Ptr Ink* 188:11-13+ Ag 18 '39
- How advertising has advanced Squibb professional and social service. R. D. Keim. *Il Ptr Ink* 187:84-9 Ap 27 '39
- Real economic force. W. T. Holliday. *Ptr Ink* 187:19-20 My 11 '39
- Some advertised goods cost more than unadvertised; but there is sound economic justification. L. D. H. Weld. *Ptr Ink* 188:19-22 J1 7 '39
- Startling facts in re consumer attitudes are brought out in A.N.A. convention. *Ptr Ink* 189:25-6, 30+ N 3 '39
- These economic facts smash Arnold theory. H. A. Batten. *Ptr Ink* 185:13-16+ N 24 '38
- When does advertising become wicked? F. Wright. *Sales Management* 44:25-6 Ja 1 '39

Failures

Some failures; light they throw on power of advertising. R. Giles. *Ptr Ink Mo* 38:59-60 Mr '39

Family of products

Why family resemblance is needed in all units of an advertising program. Aesop Glim, pseud. *Ptr Ink* 188:78-81 Ag 11 '39

Farmers, Appeal to

- Beer and eggs; Pennsylvania brewers' advertising hook-up to help farmers. *Il Ptr Ink* 187:21-2 Je 1 '39
- Corn belt revolution; hybrid seed. A. M. Howe. *Il Ptr Ink* 185:11-14+ D 15 '38
- Illinois farmers prefer baseball to war news. A. M. Howe. *Ptr Ink* 188:21 S 15 '39
- Lean years forced us to improve our goods and methods; Hess and Clark stock conditioners and barnyard remedies. J. L. Clark. *Il Am Business* 9:22-4+ Mr '39

See also

Advertising mediums
—Farm papers

ADVERTISING—Continued

Industries, Appeal to

- Awards for campaigns appearing in industrial publications distinguished for technical excellence and ethical soundness. *II Adv & Sell* 32:54-6 F 15 '39
- Ease the prospect's way; and, in your advertising, leave something for the salesmen to tell; Nash engineering company, G. B. Wright. *II Ptr Ink* 187:17-20 Je 8 '39
- 40 uses, compactly packed, for industrial advertising. A. H. Little. *II Ptr Ink* 187:19-22 Je 29 '39
- Line drawings for industrial advertising; meeting the demand for sales and service literature at controlled cost. R. Bagan. *II Ptr Ink Mo* 38:15-16 Je '39
- Miracle or method? American chain and cable company sold advertising to distributors' salesmen. J. O. Lashar. *II Ptr Ink* 188:21-4 S 1 '39
- New trade character; Evaline helps build record kid leather volume. E. A. Malloy. *II Ptr Ink* 188:17-20 Ag 4 '39
- No hook! glaring weakness of much business-paper copy shown in this study. C. B. Larrabee. *II Ptr Ink* 188:11-13+ Ag 25 '39
- Not for inquiries; industrial-advertising program that sells prestige and reputation; Combustion engineering company. C. McDonough. *II Ptr Ink* 187:21-4+ Je 22 '39
- Salary: less than \$2,500; book review turns into philippic on wages of industrial advertising managers. A. H. Little. *Ptr Ink* 186:55-6, 58-60 Ja 5 '39
- Salesmen get back of this advertising because they help prepare it; Gardner-Denver company. P. B. Spann. *Ptr Ink* 189:84-7 N 3 '39
- Unbroken chain; 30 years of Oakite advertising; trade journal and mail advertising; basic theme; specialized copy. C. J. Swan. *II Ptr Ink* 188:9-11, 60-1 Jl 21 '39
- What industrial advertising means to a machine tool builder. W. E. Whipp. *Iron Age* 143:45-7 Ja 26 '39; Same. *Steel* 104:20, 88-9 Ja 30 '39
- Writing industrial copy with a camera; Ohio brass company advertises overhead trolley equipment. M. K. Leggett. *II Ptr Ink Mo* 39:13-14+ O '39

Inquiries

- Coupon replies by mail or telephone? J. Caples. *Adv & Sell* 32:37-8 Ap '39
- 18-million outlay, 14 million replies; tabulation of inquiry costs and results shows how 114 national advertisers deal with attention. W. T. Laing. *Ptr Ink* 188:11-12, 71-2, 74-6 Jl 28 '39
- How shall we know whether inquirers are prospects, or just curious? It's easy! W. T. Laing. *Ptr Ink* 188:77-8, 80-2 S 22 '39
- Influence of position and space units on inquiry returns. H. P. Roberts. *II Adv & Sell* 32:44-6+ Ja '39
- Inquiries as a guide to resultful advertising; abstract. J. W. Christensen. *Management R* 27:418-19 D '38
- This inquiry analysis plan gives close check on media and costs; Henry Disston & sons. J. W. Jay. *Ptr Ink* 185:21-6 N 17 '38
- To make coupons pull; three tested methods pull orders. V. O. Schwab. *II Ptr Ink* 188:23-6+ S 29 '39

Jobber cooperation

- Miracle or method? American chain and cable company sold advertising to distributors' salesmen. J. O. Lashar. *II Ptr Ink* 188:21-4 S 1 '39

Jobber helps

- Jobbers send out manufacturer's direct mail. *II Ptr Ink Mo* 38:22 F '39
- Strategy that saved Skillaw when the bottom dropped out of its market; developed new products, changed to 100% distributor selling, aimed its advertising at bullseyes only. E. W. Ristau. *II Sales Management* 45:22-4 S 15 '39

Jobbers, Appeal to

- In your basket; Yale & Towne in business-paper space, brags about where its eggs are. W. R. Dodge and E. D. Jones. *Ptr Ink* 185:69+ D 15 '38
- Mystery product; sold to jobbers without salesmen or buyers knowing what it was; Sunnen piston expander. A. M. Howe. *II Ptr Ink* 185:15-16 D 22 '38

Laws and regulations

- Advertising control reviewed by F.T.C. in newspapers, magazines, and broadcasting. *Oil Paint & Drug Rep* 134:3+ D 5 '38
- Advertising's current copy purge, once briefly summarized, typical of the F.T.C.'s attitude. *Sales Management* 43:36-7 D 15 '38
- Agencies on carpet; Federal trade commission would hold them liable for copy. *Ptr Ink* 186:19-20 F 23 '39
- F.T.C. hits agencies for copy adjudged misleading under Wheeler-Lea act. *Business Week* 418+ F 11 '39
- F.T.C. intensifies enforcement on ads. *Oil Paint & Drug Rep* 135:5 F 13 '39
- F.T.C. on job again. *Ptr Ink* 185:55-6, 58-9 D 29 '38
- F.T.C. stipulations. *Ptr Ink* 185:78, 80 N 17 '38
- Ford-Chrysler decree. *Adv & Sell* 31:62+ D '38
- Good Housekeeping case. *Ptr Ink* 188:18 N 3, 68-9 N 10; 40-1 N 17 '39
- Good Housekeeping, refusing to sign F.T.C. stipulation, will fight charges. *Ptr Ink* 188:63, 71 Ag 25 '39
- Photograph releases; a Printers' Ink Monthly special study. *II Ptr Ink Mo* 38:19-21+ F '39
- Seal of disapproval, Federal trade commission seeks to slap one on Good Housekeeping plan. *Business Week* 430:2 Ag 26 '39
- Thurman Arnold denies government seeks to restrict competitive advertising. *Comm & Fin Chr* 147:3007 N 19 '38; *Automotive Ind* 70:000-1 N 26 '38
- Thurman Arnold develops plan to curb advertising; provision in Ford and Chrysler consent decrees restrict endorsement or recommendation of finance companies. *Iron Age* 142:62-3 N 17 '38

See also

Billboards

Localization

- Localized program brings swift sales rewards to prune growers. F. H. Krebs, Jr. *II Ptr Ink* 188:15-15, 73-4 S 1 '39

See also

- Advertising, National Radio advertising—
—Local tie-in Localization

Men, Appeal to

- Are you getting men or women readers? R. Manville. *Adv & Sell* 32:29+ S '39
- Bostonian shoe advertising is revolutionized after survey among 5,000 men. R. Giles. *II Ptr Ink* 188:25-6, 30, 32 S 23 '39
- What makes men and women look at ads? Printers' Ink Monthly special study. H. F. Godfrey, Jr. *II Ptr Ink Mo* 38:18-21, 30+ Ap '39

Objectives

- 40 uses, compactly packed, for industrial advertising. A. H. Little. *II Ptr Ink* 187:19-22 Je 29 '39
- Twenty-seven special objectives of newspaper advertising. *II Ptr Ink Mo* 37:19-22, 61-2+ D '38

- We're oversold! why keep on advertising? old question up again; case studies. F. Peterson. *Ptr Ink* 189:9-11, 79-83 O 13 '39

Physicians, Appeal to

- Techniques of medical advertising. A. Kleinwald. *Adv & Sell* 32:47-8+ Mr '39

Planning

- Hand-to-mouth advertising; catch-as-catch-can sales. E. E. Tucks. *Sales Management* 44:54-5 Je 1 '39
- How planned advertising helps Chevrolet get volume sales. W. E. Hoiler. *II Ptr Ink* 186:15-18 F 23 '39
- How to unite sales and advertising plans. *Ptr Ink* 188:26, 30+ Jl 14 '39

ADVERTISING—Planning—Continued

Plan board; Jenkins bros. advertising board.
E. Peterson. *Il Ptr Ink* 186:13-16 Mr 2 '39

Prize contests

Ad-writing contest increases prestige; Central Illinois light company, Peoria, H. I. Spooner. *Il Gas Age* 84:24+ S 1 '39

Crack mail from contestants. E. M. Rushmore. *Ptr Ink* 189:20 N 3 '39

First advertising contest. *Ptr Ink* 186:34 Ja 5 '39

Letter campaign enlists 32,500 essays, opens 245 new outlets; Cabin Creek consolidated sales company educates thru public schools. *Ptr Ink* 189:75, 78, 80-1 N 17 '39

Name your Pullman; christening sleeping cars. *Ptr Ink* 187:19-20 Ap 27 '39

Postal laws on contests. *Ptr Ink* 185:58-9 N 24 '38

Prize Pullman names. *Business Week* p29-30 Jl 15 '39

Pullman learns much from contest that produced 780,808 entries. A. M. Howe. *Ptr Ink* 188:17-20 S 1 '39

Who enters all these consumer contests? pictograph. *Sales Management* 44:23 Ap 20 '39

Why advertising substitutes fall down; why trick devices are costly; contests, premiums, discounts, demands upon mediums, free publicity. *Ptr Ink* 186:11-14 F 16 '39

Psychology

Cut it down to six! advertisers overrate public's mental age. P. H. Erbes, Jr. *Ptr Ink* 188:15-18 S 29 '39

How to stop sales and alienate people: too much attention-getting. K. Groesbeck. *Adv & Sell* 32:92+ F 15 '39

Seminar in advertising evaluation. H. H. Gould. *Il Adv & Sell* 32:41-3+ Ja; 43-6+ F; 44-6, 56 Mr '39

Should you hitch your business to a star? L. M. Hughes. *Sales Management* 44:22-4 Mr 1 '39

When copy bores; successful advertising writer knows how people act and react. W. J. Weir. *Ptr Ink* 186:23-4, 26 F 2 '39

You in direct mail; personalizing to give more individual appeal. F. Egner. *Ptr Ink* 187:21-2 Ap 6 '39

See also

Advertising copy
Advertising research

Rates

Should newspapers standardize their national advertising rates? B. E. Tacks. *Sales Management* 44:94-5 Ja 1 '39

So you want to standardize national advertising rates? *Sales Management* 44:63 F 1 '39

Why Maytag insists on paying national advertising rate to 600 newspapers. R. A. Bradt. *Il Ptr Ink* 189:15-18 O 13 '39

Returns

Ad that sold a million books; Dale Carnegie's How to win friends and influence people. V. O. Schwab. *Il Ptr Ink Mo* 39:50-2 N '39

Each dollar invested in advertising brings sales increase of \$17; Florida citrus commission program backed by legislature. L. W. Marvin. *Il Ptr Ink* 188:11-14+ Jl 7 '39

How couponed advertising can stimulate retail sales, at least indirectly. V. O. Schwab. *Ptr Ink* 187:15-16, 85+ My 25 '39

How planned advertising helps Chevrolet get volume sales. W. E. Holler. *Il Ptr Ink* 186:15-18 F 23 '39

Inquiry costs drop to profitable low as space size grows; success case study; hose nozzle for guns. C. J. Swan. *Il Ptr Ink* 187:17-20 My 25 '39

Jim grows up; seven lines expand to full pages, and business grows for electric games. *Il Ptr Ink* 186:19-21 Ja 26 '39

New car sales and magazine advertising; pictograph. *Sales Management* 45:40 S 15 '39

New York coffee sales split among nearly 200 brands; Beechnut consumer sales and advertising. *Sales Management* 45:42, 45 O 20 '39

Proof that trade advertising pays; a sampling and charting technique; factual demonstration, based on study of 19 years' activities of fire insurance companies. J. W. Mason. *Ptr Ink* 188:17-20+ S 8 '39

This inquiry analysis plan gives close check on media and costs; Henry Disston & sons. J. W. Jay. *Ptr Ink* 186:21-6 N 17 '38

See also

Advertising—Inquiries

Advertising, Mail—Returns

Samples

See Samples (merchandizing)

Schedules

Cancelsitis, summer malady, is management's admission of weakness or defeat. *Ptr Ink* 187:30+ Je 8 '39

Feasts and diets on food schedules. M. Rollins. *Adv & Sell* 32:28-30, 58, 60 O '39

Most popular pay days and their significance in 60 leading cities. *Il Sales Management* 43:17-18+ D 1 '38

Pay no attention to Mr Tacks, he doesn't even know his ABC's. B. E. Tacks. *Sales Management* 45:66+ Ag 15 '39

Regular seasonal curves in retail sales; Printers' Ink Monthly special study. R. L. Edsall. *Ptr Ink Mo* 39:18-21+ N '39

What is effective frequency? sales and advertising contacts. B. Duffy. *Adv & Sell* 32:41-3 Jl '39

Where nature promotes consistent demand, why not keep your advertising regular? M. G. Rollins. *Adv & Sell* 32:24-6+ S '39

Schools, Appeal to

Effective advertising to school markets. H. J. Storey. *Il Adv & Sell* 32:30-1, 44, 86 N '39

Statistics

Advertising; brief survey and current status. *Ink* 13 no 1:15-21 [Mr] '39

Advertising for first quarter disappoints, but pick-up for year seems likely. L. D. H. Weld. *Ptr Ink* 187:21-4 Ap 27 '39

Advertising, monthly, June 1938-June 1939. Survey of Cur Business 19:23 Ag '39 [cont monthly]

Advertising on uptrend; comparison with 1938. L. D. H. Weld. *Ptr Ink* 188:15-18 Ag 25 '39

Advertising upturn here; 1933 volume off 13.9%. L. D. H. Weld. *Ptr Ink* 186:67, 70, 74+ Ja 12 '39

Advertising volume for 1938 about \$1,530,000,000; media compared. L. D. H. Weld. *Ptr Ink* 186:15-18 Mr 23 '39

Business as usual war in Europe means U.S. economic upturn; analysis of conditions now, as compared with 1914. L. D. H. Weld. *Ptr Ink* 188:11-16 S 8 '39

Down in '38, advertising heads up; national advertising media. *Business Week* p87-8 Ja 21 '39

Farm publications; advertising linage for January. *Ptr Ink* 188:67-8 Ja 19 '39 [cont monthly]

Feasts and diets on food schedules. M. Rollins. *Adv & Sell* 32:28-30, 58, 60 O '39

January magazine advertising, 1937-1939. *Ptr Ink* 186:92, 94, 96, 98 Ja 12 '39 [cont monthly]

Last quarter uptrend cuts 1938 advertising loss. *Sales Management* 44:64 F 1 '39

Linage breakdown; how advertisers in more than \$100,000 group used magazines, farm papers, radio; tabulation, 1937-38. *Ptr Ink* 186:62-3 Mr 2 '39

List of magazine advertisers ranking as one of the seventy-five leaders in any one year, 1913-1921 inclusive, with their expenditures during the complete period. *Ptr Ink* 188:67-70, 72 S 29 '39

Magazines and radio fight stand-off battle; pictograph. *Sales Management* 45:32 O 20 '39

Magazines, 1914-1921. *Ptr Ink* 188:66-70, 72 S 29 '39

1938 advertisers; expenditures for magazines, radio and farm publications for 1937 and 1938 (tabulated by name of company). *Ptr Ink* 186:57-9+ Ja 26 '39

ADVERTISING—Statistics—Continued

Normal growth of advertising, based on 1914-1939 study, exceeds 0.7% yearly; P.I. index, now corrected for long-time trend, L. D. H. Weld, *Ptr Ink* 189:69, 72-3 O 13 '39

Regular seasonal curves in retail sales; Printers' *Ink* Monthly special study, R. L. Edsall, *Ptr Ink* Mo 39:18-21+ N '39

Tobacco and motors lead list of 100 biggest newspaper advertisers in 1938, *Ptr Ink* 188:25-6 S 1 '39

See also
Advertising, Mail— Advertising appropri-
Statistics ations

Terminology

After hours. A. H. Fensholt, *Ptr Ink* 186:6 Mr 2 '39

Testing

See Advertisements—Testing; Advertising, Mail—Testing; Advertising campaigns—Testing

Women, Appeal to

Are you getting men or women readers? R. Manville, *Adv & Sell* 32:29+ S '39

Magazine reading habits of 5,267 women compiled as space-buying guide; McCall study, covering 21 publications, D. E. Robinson, *Ptr Ink* 189:21-4+ N 3 '39

To sell the small town, sell Carrie Staunton first, F. Smith, *Adv & Sell* 31:41-2 D '38

What makes men and women look at ads; Printers' *Ink* Monthly special study, H. F. Godfrey, jr., *Ptr Ink* Mo 38:18-21, 30+ Ap '39

Women's fight for truth now brings opportunity to the advertiser, C. B. Lyman, *Ptr Ink* 186:64-7 Ja 5 '39

Women's attitude

Women on advertising; Ladies' home journal editorial report, *Ptr Ink* 187:65-6+ Ap 13 '39

Young people, Appeal to

See also
Advertising—Chil-
dren, Appeal to

Australia

After hours, F. Goldberg, *Ptr Ink* 186:6 Ja 12 '39

Canada

Canada can still buy, L. L. Knott, *Ptr Ink* 189:25-6+ N 10 '39

China

Advertising meets war and survives, C. Crow, *Ptr Ink* 187:11-15+ Ap 6 '39

Great Britain

British trade bucks up; some current war advertisements, U. B. Walmsley, *Ptr Ink* 188:16-18 S 15 '39

Java

As it's done in Java, *Ptr Ink* Mo 38:43-4 Ja '39

Mexico

Posters of Mexico, P. Artzt, *Ptr Ink* Mo 38:15 F '39

Russia

USSR uses space and time, *Adv & Sell* 32:21 Ag '39

South America

Open export field in South America now offered to U.S. manufacturers, H. Gordon, *Ptr Ink* 189:73-4+ O 27 '39

United States

What happened in 1914, E. Peterson, *Ptr Ink* 188:16+ S 8 '39

ADVERTISING, Association

Anthracite wakes up; equipment improvement; uses for ash; dealer training; advertising program, R. Giles, *Ptr Ink* 187:74, 76-8, 80 My 25 '39

Association advertising, often a headache, can succeed minus these faults, C. B. Larabee, *Ptr Ink* 186:63+ Mr 16 '39

Beer and eggs; Pennsylvania brewers' advertising hook-up to help farmers, *Ptr Ink* 187:21-2 Je 1 '39

Brick for the same down payment; advertising program of Cleveland clay league, *Ptr Ink* 187:21-2 Je 1 '39

Cranberry growers' cooperative boosts sales, stabilizes market, *Sales Management* 45:60 N 15 '39

How association advertising program can operate without friction; case study of American Gas group's campaign, E. Peterson, *Ptr Ink* 189:15-18, 81-3 O 6 '39

Localized program brings swift sales rewards to prune growers, P. H. Erbes, jr., *Ptr Ink* 188:13-15, 73-4 S 1 '39

Match books; analysis of what 42,000,000 keyed match-books brought back in response to free and ten-cent offers; Sun-Maid raisin growers association, G. Gage, *Ptr Ink* 187:21-2 Je 1 '39

Music for sale; piano industry starts ambitious, long-pull project, *Ptr Ink* 187:90-2 Ap 20 '39

Nation's brewers unite to tell a single, constructive story, L. M. Hughes, *Sales Management* 43:37-8+ D 15 '38

Parade of groceries; manufacturers begin month-long, nation-wide promotion, *Business Week* p38-9 Ap 1 '39

Parade of progress; program of grocery manufacturers in behalf of advertised foods, *Ptr Ink* 186:21-2 F 23 '39

Why Guernsey premium milk sales are showing steady gains, *Sales Management* 44:53-4 My 15 '39

ADVERTISING, Cooperative

Coffee campaign pushes per capita consumption to all-time peak, *Sales Management* 45:25+ Ag 1 '39

Co-op marketing moves staggering pea surplus, D. E. Kowan, *Ptr Ink* 188:21-2, 57-9 J 21 '39

Cooperation is selling water heaters; cooperation between contractor-dealers and Central Arizona light and power company, *Ptr Ink* 187:37-9+ Mr '39

Cooperative ad campaign boosts milk sales 10% in San Francisco; Milk dealers association and the Consolidated milk producers, *Sales Management* 45:23-4 O 20 '39

Distribution of Brazil nuts is regulated by flexible advertising program, C. J. Swan, *Ptr Ink* 186:83-4+ Mr 23 '39

Each dollar invested in advertising brings sales increase of \$17, Florida citrus commission program backed by legislature, L. W. Marvin, *Ptr Ink* 188:11-14+ J 7 '39

New advertiser; Tested papers of America, inc., *Ptr Ink* 188:14 Ag 25 '39

New kind of co-operative advertising; nationwide campaign to sell toys; manufacturers, wholesalers and retailers make intensive drive in magazines and newspapers, E. Peterson, *Ptr Ink* 187:17-20 Je 22 '39

Rayon makers cleaning house; moratorium set on cooperative advertising, *Textile World* 89:34 F 15 '39

Strong pull together, lads! group advertising means more business for all, E. T. Miller, *Ptr Ink* 187:19-21 Ja '39

Tea, bread, cheese, *Ptr Ink* 189:24 O 27 '39

What can we do to get department stores to push a nuisance item? Alexander Smith home decorating kit, C. D. Carver, *Sales Management* 45:26, 30+ Ag 1 '39

Why gas range sales jumped 74% in 7 years in northern California; cooperative marketing and advertising program, *Sales Management* 44:22-4 Je 1 '39

Wine industry of California launches 3-year \$2,000,000 advertising program, E. Gidlow, *Sales Management* 43:23+ D 15 '38

See also
Advertising, Associa- Radio advertising,
tion Cooperative

Manufacturers and dealers

Caterpillar matches advertising dollars with its dealers and wouldn't quit, L. Hosler, *Ptr Ink* 189:51-5 N 17 '39

Why Maytag insists on paying national advertising rate to 600 newspapers, R. A. Bradt, *Ptr Ink* 189:15-18 O 13 '39

ADVERTISING, Community. See Community advertising

ADVERTISING, Direct

Check list on sales jobs you can do with direct advertising. H. E. Fuller. *Il Sales Management* 44:62+ Je 15 '39
Hanger holds sample; baker hangs oven-fresh, sample size loaf of its bread on door-knobs. *Il Inland Ptr* 103:24 JI '39
Say it with flowers; only "it's" advertising, not sentiment. *Il Sales Management* 44:40+ F 1 '39

See also

Package inserts

ADVERTISING, Direct mail. See Advertising, Mail

ADVERTISING, Educational

Anti-chain ad blast; chains answer. *Il Business Week* p12-13 JI 29 '39
Awards for campaigns contributing most to advancement of advertising as a social force. *Il Adv & Sell* 32:41-4 F 15 '39
Dentists advertise. *Il Ptr Ink* 187:74 Ap 6 '39
Gift to laundries; public relations program sponsored by makers and sellers of supplies. *Business Week* p37-8 O 28 '39
Hidden taxes; unique newspaper program, dramatizing situation to wage earners, sponsored by business groups. *Il Ptr Ink* 187:26+ Ap 13 '39
Hurricane that laid an egg; World Peace-ways advertising. T. Patrick. *Il Adv & Sell* 32:36-7 Je '39
Independent retailers start new move to make their way against chains. *Ptr Ink* 187:25-6+ My 4 '39
Is management worth its salt? how business should tell public relations story. A. Bradbury. *Ptr Ink* 188:25-6+ JI 7 '39
Labor advertises; New York Post carries nearly six pages of union copy as World's fair opens. *Business Week* p36 My 6 '39
Letter campaign enlists 32,500 essays, opens 245 new outlets; Cabin Creek consolidated sales company educates thru public schools. *Ptr Ink* 189:75, 78, 80-1 N 17 '39
Needed, seven hundred leaders; use of advertising to mold public opinion. R. Dickinson. *Banking* 32:22-3 O '39
Public asked to pay fair price by Oklahoma City oil marketers. *Il Nat Pet N* 31:25-6+ JI 19 '39
This advertising does real service to public; Metropolitan Life activities help confer social benefit as well as produce business. F. MacRobbie. *Il Ptr Ink* 187:15-18+ Je 15 '39
Vermont's war on fair trade. A. J. Cayo. *Adv & Sell* 31:52, 54 D '38
Zeke and the boys; Ethyl Gasoline hitched up with them Kentuckians; campaign directed at commercial vehicle operators. C. J. Swan. *Il Ptr Ink* 187:21-2 My 18 '39

See also

Advertising, Association Political advertising
Advertising, Institutional Safety advertising

ADVERTISING, Foreign

Advertising they like abroad. E. P. Schaffer. *Il Ptr Ink Mo* 39:16-17+ Ag '39
American advertising for overseas markets. W. T. Gray. *Il Ptg Art* 68 n 2:17-28 '39
Export advertising awards. *Ptr Ink* 189:79-80 O 20 '39

See also

Radio advertising, Foreign

ADVERTISING, Fraudulent

See also

Advertising—Laws and regulations
Advertising ethics

ADVERTISING, Indirect

Comic strip advertising is changed to quality, with same basic sales idea; story of Coppus steam turbines. E. Kundig. *Il Ptr Ink* 188:17-20 JI 21 '39

See also

Advertising, Educational

ADVERTISING, Industrial. See Advertising—Industries, Appeal to

ADVERTISING, Institutional

After the hurricane. C. E. Rolfe. *Il Ptr Ink* 185:21-3 D 22 '38
Belknap's friendly letters to bring new customers; mailing of eight four-page letters signed by the officers and executives of Belknap Hardware. *Am Business* 9:15-16 Ja '39
Bigelow's weavers go on the air; public relations technique that pays. E. I. Petersen. *Il Factory Management* 97:62+ Je '39
It pays to show how your product is made; Chatham manufacturing company, Cluett-Peabody, and Standard Register picture books. E. Whitmore. *Il Am Business* 9:22-4 Ja '39
McKesson & Robbins advertises. *Ptr Ink* 186:20 Ja 5 '39
Propaganda plus; a study of recent institutional advertisements. *Il Ptr Ink* 186:53, 56-60 Mr 2 '39
Wheeling's Musical steelmakers help make industrial harmony. L. M. Hughes. *Il Sales Management* 45:22-4 JI 15 '39
Why business, in making friends with public, must be specific. D. Francisco. *Ptr Ink* 185:45-8 D 22 '38

ADVERTISING, Mail

Behind the label; Hart Schaffner & Marx send retail salesmen nine letters and a booklet. *Il Ptr Ink Mo* 38:16-17+ F '39
Canadian direct-mail contest. *Inland Ptr* 102:64 N '38
Check list on sales jobs you can do with direct advertising. H. E. Fuller. *Il Sales Management* 44:62+ Je 15 '39
Direct mail builds commercial lighting. *Elec W* 112:321 JI 29 '39
Direct-mail devices. *Il Ptr Ink* 188:28-9 S 1 '39
Direct-mail program brings \$200,000 sales; value of case stories from satisfied users; Warner & Swasey advertising manager tours country. *Il Ptr Ink* 189:17-19+ N 10 '39
Direct mail with a smile on its face; Wailes Dove-Hermiston corporation. J. F. Sorzano. *Il Ptr Ink Mo* 38:47 Ja '39
Ease the prospect's way; and, in your advertising, leave something for the salesmen to tell; Nash engineering company. G. B. Wright. *Il Ptr Ink* 187:17-20 Je 8 '39
Here's a good way to increase direct-mail returns; J. W. Roberts & son sells cigars direct to the smoker by mail. L. H. Houck. *Il Am Business* 9:21+ Ap '39
Hobart sells to an empire of stores, hotels, and restaurants. F. Smith. *Il Adv & Sell* 32:32-4, 46 N '39
How to wring the last dollar of profit! abstract. F. Egner. *Management R* 28:169-70 My '39
Jobbers send out manufacturer's direct mail. *Il Ptr Ink Mo* 38:22 F '39
Poster with a pocket; North Park college, Chicago, advertises a downtown evening college. *Il Inland Ptr* 103:26 JI '39
Radiating good rumor by mail; J. W. Carter co., Nashville, Tenn., Artistocrat line of men's shoes. *Il Ptr Ink Mo* 39:12 N '39
Results of a nation-wide direct mail survey by Creative service department of Blanchard press. *Trusts & Estates* 68:509-11 Ap '39
Scheme strategy; helping direct mail pull more returns. E. B. Pope. *Ptr Ink* 187:30, 33, 36 Je 29 '39
Sparkling mail pieces; campaign of Saratoga building and land corporation for the Seaside and the Senator hotels in Atlantic City. P. Cameron. *Il Ptr Ink* 186:21-4 F 9 '39
Stunts in direct mail. F. Egner. *Ptr Ink* 185:19-20 N 17 '38
Tradition in print; Maryland jockey club. *Il Ptr Ink Mo* 39:16-17 S '39
Uncle Sam as an advertiser; 30,000,000 mailings a year on baby bonds. E. Peterson. *Il Ptr Ink* 187:19-23 Je 15 '39
Use of direct mail in public relations; getting new business. R. M. Eastman. *Trusts & Estates* 68:183-6 F '39

ADVERTISING, Mail—Continued

What happens to direct mail? Management R 28:59 F '39

What happens to direct mail; pictograph. Sales Management 44:44 F 15 '39

You in direct mail; personalizing to give more individual appeal. F. Egner. Ptr Ink 187:21-2 Ap 6 '39

See also

Advertisements—	House organs
Books and booklets	Letterheads
Calendars	Mail order business
Catalogs	Sales letters

Folders

STA 12th annual exhibition; design in printing. Il Ptg Art 68 no 1:67-73 '39

Stunt letters successfully used in selling by mail. Il Ptr Ink 187:21-4 My 11 '39

Postage indicia

Printed postage indicia and business reply forms. T. M. Rodlum. Il Ptr Ink Mo 38:10-11+ My '39

Postal cards

Combination of mailing card and blotter called the Post-blotter. Il Ptg Art 68 no 1: 100-1 '39

Printing

Advertising's ill wind can blow good to printers; printed advertising for direct-mail distribution. A. J. Peel. Inland Ptr 103:41-2 Je '39

Elmer Jacobs; contributions to calendars, booklets, house-organs and other direct-mail advertising. Il Inland Ptr 102:66-8 Ja '39

Litho media; a demonstration of the selling power of lithography. 205p \$15 Litho-media, 19 Rector st, New York '39

Offers plan for printing control; Knox applies efficiency expert's methods to paper selection, layouts, etc. Business Week p29-30 F 11 '39

Photogravure, letterpress or litho? E. Schultz. Inland Ptr 103:87 S '39

Printer's mailing piece. Inland Ptr 104:35-7 O '39 [cont monthly]

Return cards

Printed postage indicia and business reply forms. T. M. Rodlum. Il Ptr Ink Mo 38:10-11+ My '39

Returns

Is your mailing going to be a success? pictograph. Sales Management 44:28 Ap 20 '39

More than 55% replies; American lead pencil company letter and questionnaire. J. S. Scherer. Ptr Ink 188:15-16 Ag 11 '39

Proof of advertising's worth; Ritter's ray units. Ptr Ink Mo 38:24 My '39

Statistics

1938 direct mail. L. J. Raymond. Ptr Ink 186:144+ Ja 26 '39

Testing

At last! a formula for determining size of mailing list tests; statistical guide for direct-mail advertisers. E. B. Pope. Ptr Ink 189:17-20+ O 20 '39

How letters can be tested and accurate forecast of results made. E. B. Pope. Ptr Ink 185:26-7, 30+ D 8 '38

Pre-tested mail campaign; Central manufacturers' mutual insurance company, Van Wert, Ohio. Il Ptr Ink Mo 38:15 Mr '39

ADVERTISING, National

Advertisers plus; super-markets' vigorous promotion of national brands basic cause of their growth. M. M. Zimmerman. Ptr Ink 185:17-19+ D 22 '38

Age and income of those who buy; supplement to Magazine homes and branded merchandise. 61p Macfadden publications, New York '38

Chains and brands battle. C. G. Daughters. Adv & Sell 31:80-1 D '38

Consumer movement; reports to executives. Il Business Week p39-52 bibliog(p51) Ap 22 '39

18-million outlay, 14 million replies; tabulation of inquiry costs and results shows how 114 national advertisers deal with attention. W. T. Laing. Ptr Ink 188:11-12, 71-2, 74-6 Jl 28 '39

From scratch to a \$3,000,000 sales volume in 21 months; Shulton, inc., makers of Early American old spice toiletries. Il Sales Management 44:30+ Je 15 '39

Lot of brands bring Williams a lot of customers to his supermarkets. O. R. Tyson. Il Am Business 9:21-2 O '39

Magazine homes and branded merchandise; a study of magazine-reading families as users of nationally advertised products and brands, and comparison with non-magazine homes. 58p Macfadden publications, New York '37

Steel company grows great with help from consumer advertising; Armco addresses itself for 25 years to public, with business papers doing spade-work. W. E. McFee. Il Ptr Ink 187:3-11, 49-50 Je 22 '39

Super-markets, et al; the age of brand susceptibility. Ptr Ink 185:95-7 D 1 '38

These stores build volume with advertised brands. Am Business 9:34 Ag '39

This plan sells by helping customers sell; Celotex flexible program ties in with national advertising. M. Greenwood. Il Ptr Ink 189:20-3 O 27 '39

Whitman's is unique; consistent advertising has helped it become the only manufacturer of nationally distributed box candy. L. L. McIlhenney. Ptr Ink 186:11-14+ Mr 23 '39

See also

Advertising appro-	Advertising cam-
priations	paigns

Local tie-in

Localized copy; how Buick gets results from hooking up company's name and prestige with dealerships. W. B. Faber. Il Ptr Ink 186:25-6 Mr 9 '39

Localized, yet national; American radiator company conducts general newspaper program with individual appeal. Ptr Ink 186: 32+ Ja 5 '39

National advertising drive in newspapers is based on localized appeals; Ward baking company. W. B. Faber. Il Ptr Ink 185:21-2 D 15 '38

Statistics

See Advertising—Statistics

ADVERTISING, Outdoor

Arnold starts outdoor quiz. Ptr Ink 187:80 Ap 27 '39

Can illuminated signs be decorative? summary of a discussion. Light & Lighting 32: 140-1 Jl '39

Codfish tails; discusses anti-billboard propaganda. C. W. Carter. Ptr Ink 186:73-7 Mr 2 '39

Outdoor ad probe; U.S. begins investigation on West coast. Business Week p37-8 Ap 29 '39

Outdoor winners. Il Ptr Ink 189:65+ N 10 '39

Survey in typical market shows dealers weak in sign display; outdoor store signs and road signs in and near Peoria, Ill. Sales Management 44:64+ My 1 '39

See also

Billboards
Electric signs
Posters

ADVERTISING, Point-of-sale

Catalog and counter display in one; Chatham manufacturing company. Il Ptr Ink Mo 38: 12+ My '39

Follow-through; discussion of vital point-of-sale advertising. C. B. Larrabee. Il Ptr Ink 188:23-6 S 15 '39

Integrating displays with other parts of the campaign. Il Ptr Ink Mo 39:14-15 N '39

Put their product on cards to sell to chain stores. S. Kaplan. Il Inland Ptr 103:29-30 Jl '39

Snapped in a department store; photographs of displays, Abraham & Straus store, Brooklyn. Ptr Ink Mo 38:10-11 Je '39

ADVERTISING, Point-of-sale—Continued

Tested display ideas, comp. by the editors of Printers' Ink. 198p \$2 McGraw-Hill '38

See also

Labels
Show cards
Signs, Dealers'

ADVERTISING, Political. See Political advertising

ADVERTISING, Radio. See Radio advertising

ADVERTISING, Soliciting of

After hours; suggests that publishers include three kinds of practical information. F. W. Luttmann. Ptr Ink 187:6 Je 8 '39
Big ones from little ones. Ptr Ink Mo 38:27 Ja '39

Defense of media selling. Adv & Sell 32:144 F 15 '39

Racket in media salesmanship. G. R. Hart. Adv & Sell 32:58 Ja '39

Things to know as basis for successfully selling space to an agency. R. A. Dunne. Ptr Ink 188:19-20 Ag 18 '39

Women to sell Jack and Jill space. Ptr Ink 187:20 Je 22 '39

See also

Audit bureau of circulations

ADVERTISING, State. See State advertising

ADVERTISING, Telephone

Telephone time service; a new medium. L. Winner. Il Adv & Sell 32:38+ N '39

ADVERTISING, Trade union

Labor advertises; New York Post carries nearly six pages of union copy as World's fair opens. Business Week p36 My 6 '39

ADVERTISING agencies

Ad-woman Frickelton. Sales Management 44: 54 Ap 1 '39

Address for Gettysburg; [agency executive presents plans to client's directors] reprinted from Printers' Ink monthly, May 1926. N. Clarey. Ptr Ink Mo 38:13-14+ F '39

Agencies on carpet; Federal trade commission would hold them liable for copy. Ptr Ink 186:19-20 F 23 '39

Agency co-op; Continental agency network. Sales Management 45:52 Jl 15 '39

Arndt brothers. Sales Management 44:72 Je 15 '39

History of an advertising agency; N. W. Ayer & son at work, 1869-1939. R. M. Hower. 652p \$4 Harvard univ. press '39; Review. Ptr Ink 189:75, 78-9 O 6 '39

NAAN cooperative. Sales Management 45: 60-1 N 1 '39

No men need apply; Gleason advertising agency, Detroit. Sales Management 45:62 Ag 15 '39

Things to know as basis for successfully selling space to an agency. R. A. Dunne. Ptr Ink 188:19-20 Ag 18 '39

What factors influence the placing of an advertising account? study of more than 200 advertising accounts. J. A. Murphy. Sales Management 44:18-20+ Mr 1; 25-6+ Mr 15 '39

Why an agency; advertising manager writes to the boss. Ptr Ink 185:58, 62+ D 8 '38

See also

Advertising, Soliciting of

Advertising

Callaway Call. Sales Management 44:48 F 1 '39

Client relations

Another public relations job. Ptr Ink Mo 39: 30 Jl '39

Eight years of account turnover; analysis of agency changes of the 150 largest advertisers. R. I. Elliott. Adv & Sell 32:17-18 N '39

O.K. with corrections; a travesty on agency's consultation with client. C. L. Whittier. Ptr Ink Mo 38:9, 49 Je '39

Commissions

After hours; why doesn't the agency business ask for additional percentage based on sales? F. G. Hubbard. Ptr Ink 188:6 Jl 14 '39; Discussion. 188:6, 67-8 Jl 23 '39
How 15% agency commission is being made to fit in with needs of today. P. H. Erbes, jr. Ptr Ink 187:15-16, 75-9 Je 8 '39
That commission argument. J. M. Korn. Ptr Ink 188:56 Ag 4 '39

Employees

Gal in search of an agency job. E. Dennison. Adv & Sell 32:50+ Mr '39
Glitter of big-town agency jobs. D. M. Wright. Il Adv & Sell 32:90+ F 15 '39

Fee system

Cowan & Dengler adopts fee system. Sales Management 45:50 S 1 '39
Cowan & Dengler fee system; set fee per annum. Sales Management 45:78-9 N 15 '39

Law

Can ex-employee legally go after agency's accounts? two divergent opinions. D. Livingston; J. Schultz. Ptr Ink 187:33+ Ap 6 '39
FTC hits agencies for copy adjudged misleading under Wheeler-Lea act. Business Week p18+ F 11 '39

Management

Brisacher technique. Sales Management 44: 58-9 Ja 15 '39

Complete operating plan for advertising agency sales promotion. R. Dunne. Ptr Ink 185:17-19 Mr 2 '39

Five o'clock club; problem of entertainment expense. D. M. Wright. Ptr Ink Mo 38:17 Je '39

Fragile; this end up; a study of advertising agency creative men. H. Falvey. Ptr Ink 185:30, 32-3+ N 17 '38

How agencies organize to handle today's range of service duties. P. H. Erbes, jr. Ptr Ink 187:33+ Ap 27; 69-72 My 4 '39

Let's start an agency. D. M. Wright. Adv & Sell 32:56+ Ja '39

Small-town agency; Cline advertising service, Boise, Idaho. W. Cline. Ptr Ink 186:73-4+ Mr 9 '39

Trial marriage seen as solution of small agency problem; pooling overhead and production facilities without financial merging. H. T. Kay. Ptr Ink 189:68, 71, 74 N 17 '39

Public relations

Agents à la Hollywood; pictures of advertising agencies. P. H. Erbes, jr. Il Ptr Ink 187:11-14, 70+ My 25 '39

Service

Advertiser demand appears as major influence for added agency service. P. H. Erbes, jr. Ptr Ink 186:21-4+ Mr 16 '39

Advertiser now has choice of four major models in agency service. P. H. Erbes, jr. Ptr Ink 186:55-6, 58-60 Mr 30 '39

Advertising agent faces era of opportunity and of challenge. P. H. Erbes, jr. Ptr Ink 188:23-4, 64-8 Jl 21 '39

After hours; agency and client's public relations program. J. T. Chirurg. Ptr Ink 186:6 Mr 23 '39

Agency service is expanding into broader range of marketing functions. P. H. Erbes, jr. Ptr Ink 186:11-14+ Mr 9 '39

Cowan & Dengler fee system; set fee per annum. Sales Management 45:78-9 N 15 '39

Erwin, Wasey agency to test products. Ptr Ink 189:76 O 13 '39

Five o'clock club; what constitutes complete agency service? D. M. Wright. Ptr Ink Mo 39:9 S '39

How agencies organize to handle today's range of service duties. P. H. Erbes, jr. Ptr Ink 187:33+ Ap 27; 69-72 My 4 '39

How much service shall we give? wide difference in agents' views. P. H. Erbes, jr. Ptr Ink 186:65-6+ Mr 23 '39

153 advertisers seek 152 service patterns from their agencies. P. H. Erbes, jr. Ptr Ink 189:21-4+ N 10 '39

ADVERTISING agencies—Service—Continued
 28 answers to the question, what does an agency do? *Il Adv & Sell* 32:35 Ag '39
 Wider use of agencies in marketing affairs shown by P.I. study, P. H. Erbes, jr. *Ptr Ink* 189:11-14+ O 27 '39

Space buyers

After hours; space buyer does owe the space seller intellectual honesty, R. S. Rimanoczy. *Ptr Ink* 187:6 My 26 '39
 Business papers of tomorrow, M. P. Hanford. *Adv & Sell* 32:84+ F 15 '39
 Gallery; Ben Duffy. H. Fowel. *Adv & Sell* 32:48, 50+ Je '39

ADVERTISING agency network, National. See National advertising agency network

ADVERTISING allowances

Why Maytag insists on paying national advertising rate to 600 newspapers, R. A. Bradt. *Il Ptr Ink* 189:15-18 O 13 '39

ADVERTISING and bankers

See also

Bank advertising

ADVERTISING and employees

Employee as copy theme; bank newspaper program gives ideas about public relations promotion. *Il Ptr Ink* 187:24-6 My 25 '39
 School for foremen; Armstrong Cork gives production men week's intensive course in advertising. *Ptr Ink* 185:33+ D 1 '38

ADVERTISING and sales

Siamese twins; sales and advertising must work together; plan for co-ordination, H. Simmons. *Ptr Ink* 185:19-20 D 15 '38

ADVERTISING and salesmen

After hours; salesmen's suggestions to advertising department, R. F. Degen. *Ptr Ink* 188:6 Ag 25 '39

Big pencil wins attention, *Il Ptr Ink Mo* 38:16 Je '39

Check list on sales jobs you can do with direct advertising, H. B. Fuller. *Il Sales Management* 44:52+ Je 15 '39

Circulation drive; Celotex salesmen obtain 40,000 readers for company magazine. *Il Ptr Ink* 187:23-4 Ap 6 '39

Ease the prospect's way; and, in your advertising, leave something for the salesman to tell; Nash engineering company, G. B. Wright. *Il Ptr Ink* 187:17-20 Je 8 '39

40 uses, compactly packed, for industrial advertising, A. H. Little. *Il Ptr Ink* 187:19-22 Je 29 '39

How sales and advertising can unite in using 15 identical elements, H. Simmons. *Ptr Ink* 185:15-17 N 17 '38

How sales and advertising managers can unite to help salesman, H. Simmons. *Ptr Ink* 185:33, 36+ D 29 '38

How to unite sales and advertising plans. *Ptr Ink* 188:26, 30+ Jl 14 '39

Miracle or method? American chain and cable company sold advertising to distributors' salesmen, J. O. Lashar. *Il Ptr Ink* 188:21-4 S 1 '39

Salesmen get back of this advertising because they help prepare it; Gardner-Denver company, P. B. Spann. *Ptr Ink* 189:84-7 N 3 '39

These salesmen seldom try to obtain sales; selling out of the store rather than into the store increased volume for Cellucotton products, H. A. Jost and L. E. Meyer. *Ptr Ink* 185:11-12+ D 1 '38

Visualizer helps salesmen see worth of ad campaign. *Il Sales Management* 43:50 D 1 '38

ADVERTISING and war

Advertisers shun war theme in current copy, E. Peterson. *Il map Ptr Ink* 188:19-22+ S 29 '39

British trade bucks up; some current war advertisements, U. B. Walmsley. *Il Ptr Ink* 188:16-18 S 15 '39

How U. S. advertisers rose to World War emergency in 1914, 1915, 1916; notes, taken from Printers' Ink files, E. Peterson. *Ptr Ink* 188:11-15, 78-80 S 15 '39

Magazines, 1914-1921. *Ptr Ink* 188:66-70, 72 S 29 '39

War copy. *Il Ptr Ink Mo* 39:10-11 N '39

What advertising will do. *Business Week* p40-1 S 16 '39

Why keep on advertising when oversold? case histories from World war times, E. Peterson. *Ptr Ink* 189:25-6+ O 20 '39

ADVERTISING appropriations

Basis for bigger 1939 budgets, W. Chevallier. *Adv & Sell* 31:30-2 D '38

Budgets for state advertising, S. S. Bowman. *Adv & Sell* 32:41-3 Mr '39

List of magazine advertisers ranking as one of the seventy-five leaders in any one year, 1913-1921 inclusive, with their expenditures during the complete period. *Ptr Ink* 188:67-70, 72 S 29 '39

1938 advertisers; expenditures for magazines, radio and farm publications for 1937 and 1938 tabulated by name of company. *Ptr Ink* 186:57-9+ Ja 26 '39

1939 check list for advertising managers, C. Norton. *Ptr Ink* 185:11-14 D 22 '38

Railroad advertising budgets, '38-'39, F. Snow. *Il Adv & Sell* 32:46-7+ Je '39

Salary; less than \$2,500; book review turns into philippic on wages of industrial advertising managers, A. H. Little. *Ptr Ink* 186:55-6, 58-60 Ja 5 '39

Stealing from advertising fund cuts down its power to build sales, C. E. Larrabee. *Ptr Ink* 187:11-12, 78-9 Je 1 '39

Tobacco and motors lead list of 100 biggest newspaper advertisers in 1938. *Ptr Ink* 188:25-6 S 1 '39

Which puts more power in advertising, your money or your appeal? evidence from cigaret advertising, M. Wiseman. *Il Adv & Sell* 31:36-40 D '38

See also

Advertising—Accounting

ADVERTISING art

Advertising art, 1939; 18th annual exhibition, New York. *Il Adv & Sell* 32:48-56 Ap '39

Art directors club awards. *Ptr Ink* 186:60-1 Mr 30 '39

Commercial art, C. E. Wallace, rev ed 236p \$3 McGraw-Hill '39

Design; the new grammar of advertising, J. T. Mangan. *Il Ptg Art* 68 no 2:37-103 '39

Elmer Jacobs; contributions to calendars, booklets, house-organs, and other direct-mail advertising. *Il Inland Ptr* 102:66-8 Ja '39

17th Art directors annual of advertising art, 173p \$5 Longmans '39

STA 12th annual exhibition; design in printing. *Il Ptg Art* 68 no 1:31-94 '39

Some things artists should know about reproduction, P. Seftin. *Ptr Ink Mo* 39:60-1 Ag '39

See also

Advertisements, Pictorial

ADVERTISING as a profession

Advertising as a career; a vocational guide, M. O'Dea. 28p Mark O'Dea, 400 Madison av, New York '39

Advertising as an occupation, E. W. Davis. 48p bibliog(cover) pa 50c Science research associates, 600 S. Michigan av, Chicago '39

Advertising careers for women, E. Clair and D. Dignam, eds. 268p \$2.50 Harper '39

After hours; advertising has not attained status of a profession, E. L. Peilletier. *Ptr Ink* 188:6 S 15 '39

Glitter of big-town agency jobs, D. M. Wright. *Il Adv & Sell* 32:90+ F 15 '39

It's a woman's business, E. Hamburger. 300p \$2.50 Vanguard press, New York '39

Sales apprenticeship for advertising, H. Metz. *Adv & Sell* 32:56+ Jl '39

So, Miss Dignam believes only some women have made good in advertising, E. Wolf. *Ptr Ink* 187:69+ My 11 '39

Some women have made good in advertising, but as to others—, D. Dignam. *Ptr Ink* 187:15-18 Ap 27 '39

See also

Advertising agencies
 Advertising copy
 writers

Advertising ethics
 Advertising managers

ADVERTISING associations

Conventions. Published in weekly numbers of Printers' Ink

ADVERTISING awards

Advertising awards for 1938. *Ptr Ink* 186:25-6 F 16 '39

Advertising awards in review. G. L. Sumner. *Adv & Sell* 32:77, 80 F 15 '39

Annual advertising awards, 1938. *Il Adv & Sell* 32:33-76 F 15 '39

Annual advertising awards, 1939; announcement. *Adv & Sell* 32:31-2 O '39

Art directors' awards. *Il Ptr Ink Mo* 38:16 *My* '39

Art directors club awards. *Ptr Ink* 186:60-1 *Mr* 30 '39

Building and loan copy awards. *Ptr Ink* 185:74 D 1 '38

Export advertising awards. *Ptr Ink* 189:79-80 O 20 '39

Outdoor awards. *Il Ptr Ink* 185:73, 76 N 17 '38

Outdoor winners. *Il Ptr Ink* 189:65+ N 10 '39

Pick year's best ads. *Il Business Week* p30-1 F 18 '39

Public utilities awards. *Ptr Ink* 187:72+ *Je* 23 '39

Retel viewpoint on the annual advertising awards; with editorial comments. C. Howles. *Adv & Sell* 32:44-6+ *My* '39

Servel inc. wins award for best direct mail. *Refrig Eng* 38:299 N '39

Wolf awards. *Il Ptr Ink* 186:60-1 *Mr* 2 '39

Wolf awards, 8th annual. *Il Ptr Ink Mo* 38:38 *Mr* '39

See also

Radio advertising—Awards

ADVERTISING campaigns

Advertising campaigns. Published in semi-monthly numbers of Sales management

Best-seller is born; campaign behind Country lawyer. H. J. Kelly. *Il Ptr Ink* 189:79-82 N 3 '39

Bostonian shoe advertising is revolutionized after survey among 5,000 men. R. Giles. *Il Ptr Ink* 188:25-6 30, 32 S 22 '39

Dealer program notes; ten phases of Pepperell's new sheet music promotion for January white sales. *Il Ptr Ink* 185:72, 74-5 D 15 '38

Follow-through; discussion of vital point-of-sale advertising. C. B. Larrabee. *Il Ptr Ink* 188:23-6 S 15 '39

Friendly copy; Oakite consumer campaign. F. A. Conolly. *Il Ptr Ink* 189:21-3 O 13 '39

Insurance company insures itself with advertising; Maryland casualty company. *Il Ptr Ink Mo* 38:38+ *My* '39

Integrating displays with other parts of the campaign. *Il Ptr Ink Mo* 39:14-15 N '39

Merchandising plan that moves huge tool line and keeps it alive. K. Freedell. *Il Ptr Ink* 185:11-14 D 8 '38

Mickey Mouse & pals go to work for Standard oil of California; conventions open heavy drive. *Il Sales Management* 44:28, 32+ *My* 15 '39

New kind of co-operative advertising; nation-wide campaign to sell toys; manufacturers, wholesalers and retailers make intensive drive in magazines and newspapers. E. Peterson. *Il Ptr Ink* 187:17-20 *Je* 22 '39

New product each week. 20th Century-Fox film corp. C. E. McCarthy. *Ptr Ink* 188:25-6+ *Ag* 25 '39

Opportunity farms; Metropolitan Life, overstocked with foreclosed property, used successful merchandising plan. *Il Ptr Ink* 189:23-4 N 17 '39

Parade of progress; program of grocery manufacturers in behalf of advertised foods. *Ptr Ink* 186:21-2 F 23 '39

Twenty-seven special objectives of newspaper advertising. *Il Ptr Ink Mo* 37:19-22, 61-2+ D '38

Why family resemblance is needed in all units of an advertising program. Aesop Glim, pseud. *Ptr Ink* 188:78-81 *Ag* 11 '39

See also

Advertising, Association

Rating

Advertisers' poll on advertising. *Il Ptr Ink Mo* 39:10-11 O '39

Special weeks

Music for sale; piano industry starts ambitious, long-pull project. *Ptr Ink* 187:90-2 *Ap* 20 '39

Sew and save week. *Ptr Ink* 186:58 F 23 '39

Week-parade; calendar of merchandising "weeks." *Ptr Ink* 185:65-6 D 29 '38

Testing

Two tested campaigns; a case study of observation, readership and identification in two campaigns for the same product; Ipana tooth paste. M. Wiseman. *Il Adv & Sell* 32:44-6 *Ap* '39; Discussion (Copy clinic). E. B. Smith. 32:56+ *My* '39; Discussion. M. Wiseman and others. 32:72-3+ *Je* '39

ADVERTISING cards*See also*

Show cards

ADVERTISING characters

Baby of the fine foods business. E. C. May. *Il Ptr Ink Mo* 39:5-8+ N '39

Is Elsie a trend? A. H. Little. *Il Ptr Ink* 188:13-16+ *JI* 28 '39

Melodrama merchandising; Lone Ranger. *Il Adv & Sell* 32:29 N '39

Mickey Mouse & pals go to work for Standard oil of California; conventions open heavy drive. *Il Sales Management* 44:28, 32+ *My* 15 '39

New trade character; Evaline helps build record kid leather volume. E. A. Malloy. *Il Ptr Ink* 188:17-20 *Ag* 4 '39

Zek and the boys. C. J. Swan. *Il Ptr Ink* 187:21-2 *My* 18 '39

ADVERTISING contests. *See* Advertising—Prize contests

ADVERTISING copy

Ad that sold a million books; Dale Carnegie's How to win friends and influence people. V. O. Schwab. *Il Ptr Ink Mo* 39:50-2 N '39

Advertisement that is never changed; Sherwin Cody school of English. V. O. Schwab. *Il Ptr Ink Mo* 39:10-11, 64-5 S '39

Advertisers shun war theme in current copy. E. Peterson. *Il map Ptr Ink* 188:19-22+ S 29 '39

After hours; men who shoot straight. A. Bradbury. *Ptr Ink* 189:6 N 3 '39

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See also

Advertisements—	Advertising ethics
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Humorous	

Competitive copy

Pepsodent's 7 points. C. Luckman. *il Ptr Ink* 186:15-18 Mr 9 '39

Dealers' service

Localized copy; how Buick gets results from hooking up company's name and prestige with dealerships. W. B. Faber. *il Ptr Ink* 186:25-6 Mr 9 '39

Fashion appeal

Hair nets to snoodets; upswept coiffures bring advertising revival of Gainsborough. *il Ptr Ink* 186:21-3 Ja 12 '39

Sales ideas that are smashing volume records for Jarman shoes. *il Sales Management* 44:26-+ My 1 '39

Schiaparelli tie-up; the Formfit promotion built around Approved-Schiaparelli-Paris label. *il Ptr Ink* Mo 37:16-17 D '38

Fear appeal

Sicken 'em; sell 'em; advertising plague technique; some recent examples. *Ptr Ink* 188:21-2 Jl 14 '39

Humor

See Advertisements, Humorous

Language, style, etc.

On writing down; maybe, four-letter words are not obligatory in building advertising copy for the masses. W. J. Weir. *Ptr Ink* 186:25-6, 30 Ja 12 '39

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Advertising copy writers

Limericks

Line on the limerick. P. H. Erbes, jr. *Ptr Ink* 185:25, 28-9 D 29 '38

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Localized copy; how Buick gets results from hooking up company's name and prestige with dealerships. W. B. Faber. *il Ptr Ink* 186:25-6 Mr 9 '39

National advertising drive in newspapers is based on localized appeals; Ward baking company. W. B. Faber. *il Ptr Ink* 186:21-2 D 15 '38

Moving picture tie-in

Trust company employs movie appeal; booklet, Judge Hardy's family. *il Trusts & Estates* 68:118-19 Ja '39

New York world's fair tie-in

Advertising and the New York fair. *Ptr Ink* 186:34 F 2 '39

News interest

Historic advertisements of 1938. *il Adv & Sell* 32:30-4 Ja '39

Pleasure appeal

New copy; sales up 55%; Nash advertising theme stresses pleasure angle rather than mechanical qualities. *Ptr Ink* 186:25-6 Mr 16 '39

Premium offers

Double-barreled; combination premium offer makes hot cereal sales jump. *Ptr Ink* 185:43-4 D 22 '38

Premium deal as sales promoter; newspaper advertising coupled with premium plan opens new markets for Mrs Filbert's margarine. *il Ptr Ink* Mo 38:58 Ap '39

20 check points in advertising premiums. *il Ptr Ink* Mo 39:55-6, 58-+ S '39

Quality appeal

Comic strip advertising is changed to quality, with same basic sales ideas; story of Cop-pus steam turbines. E. Kundig. *il Ptr Ink* 188:17-20 Jl 21 '39

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Look who's here! Sweet-Orr, famous for overalls, now features sportswear. E. Peterson. *il Ptr Ink* 188:11-13-+ Ag 11 '39

Not for inquiries; industrial-advertising program that sells prestige and reputation; Combustion engineering company. C. McDonough. *il Ptr Ink* 187:21-4-+ Je 22 '39

Why Guernsey premium milk sales are showing steady gains. *il Sales Management* 44:53-4 My 15 '39

Reason appeal

Product advertising, steadily done, lifts selling out of competitive class; Frigidaire superiority advertised and sold. F. R. Pierce. *il Ptr Ink* 187:11-14, 79-80 Je 29 '39

Revision

After hours; clients' criticisms and revisions of copy. S. R. Hall. *Ptr Ink* 189:6 N 17 '39

Specialization

Unbroken chain; 30 years of Oakite advertising. C. J. Swan. *il Ptr Ink* 188:9-11, 60-1 Jl 21 '39

Teaser copy

Buyers were all agog. *il Ptr Ink* Mo 39:45 S '39

ADVERTISING copy—Teaser copy—*Continued*
 Fuel salesmen carry real fire to clinch briquet sales claims; Seattle gas co.'s dramatic demonstration in 100,000 Seattle homes. *Il Sales Management* 43:46 N 15 '38
 Mystery product; sold to jobbers without salesmen or buyers knowing what it was; Sunnen piston expander. A. M. Howe. *Il Ptr Ink* 185:15-16 D 22 '38

Testimonials

Automatic good-will; Humble Oil uses postal cards to get comments on service. *Il Ptr Ink* 186:37, 40 Mr 23 '39
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See Advertisements—Testing; Advertising campaigns—Testing; Advertising research Themes

New kind of measurement for deciding what is best copy theme. Aesop Glim, pseud. *Il Ptr Ink* 186:21-4+ Mr 30 '39
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Use appeal

Unbroken chain; 30 years of Oakite advertising; trade journal and mail advertising; basic theme; specialized copy. C. J. Swan. *Il Ptr Ink* 188:9-11, 60-1 Jl 21 '39

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 Broken business teams; star performer is often failure in new job where he has to work alone. A. H. Deute. *Ptr Ink* 186:17-19 Ja 5 '39
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 Hobart sells to an empire of stores, hotels, and restaurants. F. Smith. *Il Adv & Sell* 32:32-4, 46 N '39
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 Attention getters in displays. *Il Ptr Ink Mo* 38:46-8 My '39

See also

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Listerine claims on dandruff banned. *Oil Paint & Drug Rep* 136:5+ Ag 7 '39
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Procter & Gamble company signs Chipso stipulation. *Ptr Ink* 188:14 S 22 '39

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See also

Advertising—Rates
Advertising, Soliciting
of
Audit bureau of circulations
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Moving pictures in advertising
Poster stamps
Radio advertising
Show windows
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Advertising

Publishers don't believe in advertising, this agent declares. *P. de Guzman*. *Ptr Ink* 185: 52, 54 N 24 '38

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Ad stickers on checks. *Il Banking* 32:41 Ag '39
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Metered messages used by banks. *Il Banking* 32:46, 48 O '39

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Audit bureau of circulations

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Clearing house round table conference

Meeting, Houston, Tex. Nov. 17. *Comm & Fin Chr* 147:58-62 sec 2 D 3 '38

Constructive customer relations clinic

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National bank division

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Round table conference

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Savings division

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State bank division

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Civic unity drives in Ohio cities to emphasize primacy of confidence in industrial growth. Business Week p30 My 20 '39

AMERICAN economists council for study of branch banking

Economics group to study branch banking. Comm & Fin Chr 148:3627 Je 17 '39

AMERICAN electroplaters' society

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 Professional spirit in engineering. V. Bush. Mech Eng 61:198 Mr '39; Same. Elec Eng 58:159-60 Ap '39

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AMERICAN federation of radio artists

Agencies and artists agree. Sales Management 44:62 F 15 '39
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Agreement reached. Ptr Ink 186:32 F 9 '39
 Amusement unions get bigger; stage, screen, and broadcasting are organized. Business Week p22+ Ja 21 '39

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AMERICAN fidelity and casualty company

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AMERICAN finance conference

Annual convention, 5th, Chicago. Comm & Fin Chr 147:3248 N 26 '38

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F.T.C. on job again; American flange &
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service agreement. Pfr Ink 185:58-9 D 29 '38

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20th anniversary. Weekly Underw 139:1076
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Annual meeting, 43d, Cincinnati, May 15-18.
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Mettner. Il Gas Age 83:45-6+ Ja 19 '39

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Your association. C. N. Lauer. Am Gas J 151:
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Appliance testing laboratory

Dedicate new home for gas laboratories in
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Few minutes with the testing laboratories.
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Laboratories' staff represents many technical
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New equipment facilitates approval testing.
F. E. Vandaveer. Il Am Gas Assn Mo 21:
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83:18-22+ My 25 '39; Am Gas J 150:17-20
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AMERICAN gear manufacturers' association
Annual meeting, 23d, Virginia Beach, May
15-17. Iron Age 143:49-52 My 25 '39; Steel
104:27-9 My 22 '39; Am Mach 83:416g-416h
My 31 '39; Mach 45:703 Je '39

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Exhibit. Science 89:551-2 Je 16 '39

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Meeting; J. K. Wright appointed director, etc.
Science 88:610 D 30 '38

AMERICAN guild of variety actors
Actors' union drama; new organization. Busi-
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**AMERICAN hardware manufacturers' associa-
tion**
Annual meeting, Atlantic City, Oct. 16-19.
Steel 105:21-2 O 23 '39

AMERICAN home products corporation
For profit and income. Mag of Wall St 64:348
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Steady growth. F. H. McConnell. Barron's
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Annual meeting, 4th, New York, Feb. 14-15.
Steel 104:27 F 20 '39

AMERICAN industrial hygiene association
Organization meeting; officers elected. Safety
Eng 78:33-4 J1 '39

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Annual meeting, Chicago. East Underw 40:
5+ Je 2; 6 Je 9 '39; Ins Field (Life ed) 68:
10-11 Je 9 '39; Nat Underw (Life ed) 43:1+
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1149+ Je 3 '39

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Annual convention, 71st, Washington, D.C.
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in preparing specifications. Eng N 122:653
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Sullivan. Civil Eng 9:145-7 Mr '39

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17 '39

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Drug Rep 134:5+ N 14 '38

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AMERICAN institute of mining and metallurgical engineers

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Institute during 1938, D. C. Jackling, Min & Met 20:97-100 F '39

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Annual meeting, New York, Feb. 12-16, Coal Age 44:70+ Mr '39

Institute of metals division

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Iron and steel division

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Petroleum division

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AMERICAN institute of the city of New York

American institute of the city of New York and the American association for the advancement of science; affiliation, etc, Science 89:74 Ja 27 '39

AMERICAN institute science and engineering clubs

Nation-wide junior science clubs, C. A. Federer, Jr, Science 88:526 D 2 '38

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AMERICAN iron and steel institute

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President Roosevelt censures action of Dies committee in publishing list of mail and membership members, Comm & Fin Chr 149:2902 N 4 '39

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Financial section meeting, Chicago, East Underw 40:3 Mr 31 '39; Ins Field (Life ed) 68:7-9 Mr 31 '39; Nat Underw (Life ed) 43:1+ Mr 31 '39; Spectator (Life ed) 142:10-11+ Mr 30 '39; Weekly Underw 140:701 Ap 1 '39

Medical section meeting, 29th, Hot Springs, Va., East Underw 40:17 Je 30 '39; Ins Field (Life ed) 68:9-10 Je 30 '39; Nat Underw (Life ed) 43:1+ Je 30 '39; Weekly Underw 141:33-4 J1 1 '39

New committees appointed, East Underw 40:12 F 17 '39

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A.S.M.E. today. *pors Mech Eng* 61:745-7, 825-8 O-N '39

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Awards. *Science* 88:445 N 11 '38

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Parker case. *A. G. Christie*. *Mech Eng* 61:847 N '39

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Textile division

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ASA board elects Pratt and Case. Ind Stand 10:70-1 Mr '39

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Annual meeting, Los Angeles and San Francisco. Mass Transportation 35:236-7, 243 Ag '39; Transit J 83:372-3 S '39

AMERICAN transit association

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- Push California land-labor fight; La Follette committee gets \$50,000 to investigate Associated farmers. Business Week p32-3 Ag 12 '39

ASSOCIATED gas and electric company

- Budget tops 1938 expenditures. Elec W 111: 1175 Ap 22 '39
- Earnings, 1937 and 1938. Comm & Fin Chr 149:1753-4 S 16 '39
- Files answer to creditors' petition; denies it is insolvent. Comm & Fin Chr 147:3603-4 D 10 '38
- Files plan of simplification with SEC. Comm & Fin Chr 149:2961-2 N 4 '39
- Integration plan. Comm & Fin Chr 147:3446 D 3 '38
- Integration plan. Comm & Fin Chr 149:2224-5 O 7 '39
- Plans vast changes in corporate system. Elec W News ed 110:1659 D 10 '38
- Revenues in 1938. Comm & Fin Chr 149:868-9 Ag 5 '39
- SEC charges company with misleading statements in annual reports. Comm & Fin Chr 148:430-1 Ja 21 '39
- Statement of consolidated earnings and expenses including all subsidiaries, 12 months ended Dec. 31, '38 and Dec. 31, '37. Comm & Fin Chr 148:2254-5 Ap 15 '39
- To mutualize service organizations; financial, accounting, statistical, corporate services to be supplied by the Utility management corp. on a non-profit basis. Comm & Fin Chr 147:4047-8 D 31 '38

ASSOCIATED general contractors of America

- Annual meeting, 20th, San Francisco, March 6-11. Eng N 122:367-9 Mr 16 '39

Fall board meeting, Excelsior Springs, Nov. 14-16. Eng N 121:630-1 N 24 '38

Fall board meeting, New York, Oct. 2-5. Eng N 123:450 O 12 '39

Spring board meeting, St Paul, June 5-7. Eng N 122:814 Je 15 '39

ASSOCIATED grocery manufacturers of America
Annual convention, New York. Comm & Fin Chr 147:3550-1 D 10 '38
Consumer program. Ptr Ink 189:17-18 N 3 '39

ASSOCIATED machine tool dealers of America
Annual meeting, Cleveland. Iron Age 144:60-1 O 12 '39
Spring meeting, Schenectady, N.Y. June 5-6. Am Mach 83:4441 Je 14 '39; Iron Age 143: 69A-69C Je 15 '39; Steel 104:27-8 Je 12 '39

ASSOCIATED portland cement manufacturers
Profits, years ended Dec. 31, 1936-38. Economist 134:627-8 Mr 25 '39

ASSOCIATED press
Annual meeting, 39th, New York. Ptr Ink 187:73 Ap 27 '39; Comm & Fin Chr 148:2678-9 My 6 '39

ASSOCIATED press building, New York
General purpose office building; with materials and equipment. Il plans Arch Rec 84: 104-5 D '38

ASSOCIATED traffic clubs of America
Annual meeting, 18th, Chicago, Nov. 6-8. Ry Age 107:741+ N 11 '39
Semi-annual meeting, San Francisco, June 27-28. Ry Age 107:79-81 Jl 8 '39

ASSOCIATION advertising. See Advertising, Association

ASSOCIATION and associations
See also
Advertising, Association
Benefit societies
Cooperation
Corporations
Employers' associations
Engineering societies
Gilds
International conferences
Professional associations
Scientific societies
Trade associations
Trade unions

ASSOCIATION for the study of systematics in relation to general biology
Statement in regard to aims and constitution. Science 90:227-8 S 8 '39

ASSOCIATION française pour l'avancement des sciences
Meeting, Liège, July 17-22. Science 90:254-5 S 15 '39

ASSOCIATION of advertising film companies
Film companies unite in advertising film association. Sales Management 43:72 N 15 '38

ASSOCIATION of American railroads
Antitrust action against A.A.R.; alleged policy of refusal to co-operate with motor carriers in through-route arrangements. Ry Age 107:670-1 O 28 '39
Government starts anti-trust suit against railroads. Comm & Fin Chr 149:2619-20 O 28 '39
In rail-truck no man's land; anti-trust case. Business Week p18 N 3 '39

Accounting division
Annual meeting, 49th, Toronto. Ry Age 107: 73-7 Jl 8 '39

Engineering division
Electrical section
Meeting, Chicago, Oct. 24. Ry Age 107:744-6 N 11 '39

Fire protection and insurance section
Annual meeting, 1st, Chicago, Oct. 17-18. Ry Age 107:622+ O 21 '39
Formation. Ry Age 106:677 Ap 15 '39

Freight claim division
Annual meeting, 47th, St. Louis, May 23-25. Ry Age 106:942-4 Je 3 '39

Freight station section
Meets after five years, Chicago, May 10-11. Ry Age 106:873-4 My 20 '39

Mechanical division
Annual meeting, 17th, New York, June 28-30. Ry Age 107:5-36 Jl 1 '39; Ry Mech Eng 113: 255-96 Jl '39

Electrical section

Meeting, Chicago, Oct. 24-26. Ry Age 107: 742-4 N 11 '39

Purchases and stores division

Annual meeting, Chicago. Ry Age 106:1033-47 Je 17 '39
Committees. Ry Age 107:720-1 N 4 '39

Safety section

Annual meeting, Cincinnati, May 23-24. Ry Age 106:951-3 Je 3 '39

Signal section

Annual meeting, 45th, Chicago, March 13-14. Ry Age 106:492-6 Mr 18 '39

Telegraph and telephone section

Annual meeting, 20th, St. Louis, April 18-20. Ry Age 106:736-8 Ap 29 '39

ASSOCIATION of British chemical manufacturers

Annual general meeting, 23d, London, Oct. 12. Chem Age (London) 41:301-3 O 28 '39; Chem & Ind 58:980-2 N 4 '39

ASSOCIATION of casualty and surety executives

Annual meeting, New York, May 2. East Underw 40:33+ My 5 '39; Ins Field (Fire ed) 68:14 My 4 '39; Nat Underw 43:17-18 My 4 '39; Weekly Underw 140:976+ My 6 '39

ASSOCIATION of ceramic educators. See Ceramic educational council*ASSOCIATION of customers' brokers (formerly Association of customers' men)*

Name changed; officers elected. Comm & Fin Chr 148:3471-2 Je 10 '39

ASSOCIATION of customers' men

Action taken toward formation of Association. Comm & Fin Chr 148:521-2, 672 Ja 28-F 4 '39

ASSOCIATION of gas appliance and equipment manufacturers

Annual meeting, 4th, New York, Oct. 9. Gas Age 84:37-41 O 26 '39; Am Gas J 151:27 N '39

Meeting, New York, May 24-26. Gas Age 83:40-2 Je 8 '39; Am Gas J 150:57-8 Je '39

ASSOCIATION of highway officials of the North Atlantic states

Annual meeting, New York. Eng N 122:242 F 23 '39

ASSOCIATION of iron and steel engineers

Annual meeting, 35th, Pittsburgh, Sept. 26-29. Steel 106:21, 49-50+ O 2; 56-8+ O 9 '39; Iron Age 144:43-8 O 5 '39
Spring meeting, Birmingham, March 27-28. Steel 104:21, 64-5 Ap 3 '39

ASSOCIATION of life agency officers

Joint meeting with Life insurance sales research bureau, Chicago. East Underw 40: 1+ N 3 '39; Ins Field (Life ed) 68:10-13 N 3 '39; Spectator (Life ed) 143:6-9+ N 9 '39; Weekly Underw 141:978-89 N 4 '39

ASSOCIATION of life insurance counsel

Annual meeting, New York. East Underw 39: 10 D 2 '38; Ins Field (Life ed) 67:9-10 D 2 '38; Nat Underw (Life ed) 42:1+ D 2 '38; Weekly Underw 139:1164-5 D 3 '38
Broadening field of the Association. R. Dechert. East Underw 39:33 D 2 '38

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ASSOCIATION of life insurance presidents

Annual convention, New York, Dec. 1-2. Comm & Fin Chr 147:3546 D 10 '38; East Underw 39:6 D 9 '38; Ins Field (Life ed) 67: 7-9 D 2 '38; Nat Underw (Life ed) 42:1+ D 2, 2 D 9 '38; Weekly Underw 139:1117+ D 3 '38

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| Brick industry and trade | Pavements, Brick |
| Brickmaking | Semisilica brick |
| Clay | Silica brick |
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| Fire brick | Veneers and veneering (brick) |
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Laminated

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Collecting of accounts	Marketing
Competition	Merchandizing
Complaints	Office management
Controllers	Orders
Corporations	Organization in industry
Credit	Overhead expense
Credit departments	Production and sales,
Credit managers	Coordination of
Delivery of goods	Profit
Department stores—	Purchasing
Management	Retail trade—Store
Efficiency, Industrial	management
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also Car department officers' association	

Bearings

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- Improvements in Magnus journal bearing. *Il Ry Age* 106:1084 Je 24 '39
- Machining tough forgings for large roller-bearing races; special tooling equipment on automatic turret lathes. I. F. Yeoman. *Il diags Mach* 45:639-42 My '39
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- Delaware, Lackawanna & Western rebuilt cars feature lighting and decoration. *Il Ry Age* 107:374-6 S 9 '39
- Lehigh Valley distinctively styles Asa Packer train. *Il plan Ry Age* 106:333-5 F 25 '39
- Lehigh Valley's John Wilkes. *Il Ry Age* 107:177-8 JI 29 '39
- North Western places new "400" streamliners in service. *Il Ry Age* 107:738-9 N 11 '39
- Seaboard air line inaugurates Silver Meteor; with partial list of materials and equipment. *Il plans Ry Age* 106:296-303 F 18 '39

Design

- Additional sleepers for the Denver Zephyrs; cars without open sections contain new type of single-occupancy room. *Il plan Ry Age* 107:65-6+ JI 6 '39
- Are lightweight cars inherently weak? *Ry Age* 105:941-3 D 31 '38
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- C. B. & Q. installs ninth Zephyr; General Pershing train; with partial list of equipment and materials. *Il plans Ry Age* 106:727-35 Ap 29 '39; Same cond. *Ry Mech Eng* 113:169-74+ My '39
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- Low-alloy steel cars built by American car & foundry co.; Pennsylvania diners. *Il diag plan Ry Age* 107:470-5 S 30 '39
- Pullman-Standard builds aluminum-alloy cars; Pennsylvania diners. *Il diag Ry Age* 107:481-5 S 30 '39
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- Six two-car Diesel-electric trains for the Southern; replacing six steam locomotives and 16 cars. *Il diag plans Ry Age* 107:399-402+ S 16 '39
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Articulated transit car has amenities for Brooklyn riders. *il* Ry Age 106:583 Ap 1 '39

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Acid resisting materials	Drying apparatus
Centrifuges	Ejectors
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Catalysts	Kolbe reaction
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Condensation, Chemical	Nitration
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Decomposition	Perkin reaction
Electrolysis	Photochemistry
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Electrolysis	Solution (chemistry)
Electrolytes	Solvents
Electrons	Spectrum
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Explosives	Synthesis
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Dye analysis	Gravimetric analysis

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Oil analysis

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| Alkaloids | Hypnotics |
| Anesthetics | Immunity |
| Anesthetics, Local | Narcotics |
| Chemotherapy | Pharmacology |
| Disinfection and disinfectants | Pharmacy |
| Drugs | Poisons |
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- See also*
- | | |
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| Acids, Fatty | Aldehydes |
| Acids, Organic | Alkaloids |
| Alcohols | Amines |

- | | |
|------------------------|----------------------|
| Carbohydrates | Ethers |
| Carbon | Glucosides |
| Cellulose | Hydrocarbons |
| Condensation, Chemical | Ketones |
| Cyclic compounds | Proteins |
| Diazo compounds | Radicals (chemistry) |
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| Esters | Sugars |
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See also

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| Absorption | Condensation, Chemical |
| Activation | Crystallization |
| Addition compounds | Crystallography |
| Adsorption | Dislocation |
| Atomic weights | Electrochemistry |
| Atoms | Electrolysis |
| Boiling points | Electrolytes |
| Catalysis | Electrons |
| Catalysts | Emulsions |
| Chemical equilibrium | Equation of state |
| Chemical reaction | Evaporation |
| Colloids | |

CHEMISTRY, Physical and theoretical—See also

—Continued

Fluorescence
Free energy
Freezing points
Ionization, Electrolytic
Ionization, Gaseous
Ions
Isomerism
Isosterism
Isotopes
Matter
Melting points
Mesomerism
Mixtures
Molecular rearrangements
Molecular weights
Molecules
Optical rotation
Periodic system
Photochemistry
Quantum theory
Solids
Solubility
Solution (chemistry)
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Alcohol
Alcohols
Alkalies
Alloys
Ammonia
Beverages
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Bleaching
Cellulose
Cement
Ceramics
Chemical engineering
Chemical industries
Chemical patents
Chemicals
Clay
Clay industries
Coal distillation
Coal tar
Coke-oven gas
Corrosion and anti-corrosives
Cyanide process
Dehydration
Distillation
Dyes and dyeing—Chemistry
Electrochemistry
Essential oils
Explosives
Farm produce—Industrial uses
Fertilizers
Filters and filtration (technical chemistry)
Foundry chemistry
Fuel
Gas
Gas manufacture
Glass manufacture
Lacquer and lacquering
Leather
Metallurgy
Oils and fats
Ore treatment
Paint
Paper
Paper making
Paper making materials
Petroleum—Chemistry
Petroleum distillation
Petroleum refining
Plastic materials
Porcelain
Pottery
Rayon
Refractory materials
Refrigerants
Resinous products
Rubber
Sanitary chemistry
Soap
Solvents
Soybeans
Sugar
Sulfuric acid
Synthesis
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| Bricks | Pottery |
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| Clay industries | clay |
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See also

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| Airplane engines— | Condensers |
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| Cooling | frigerating machin- |
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Benefit societies	Cooperative burial associations
Building and loan associations	Credit unions

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| Copper alloys | Pipes, Copper |
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| Chromium nickel steel | Rubber |
| Chromium steel | Rubber coating |
| Corrosion and anti-corrosives | Rubber lining |
| Glass lining | Steel, Corrosion resisting |
| | Steel, Stainless |
| | Stoneware |
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Chlorazol fast pink	Stains and staining
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| Electric cables | Rural |
| Electric conductors | Electric substations |
| Electric conduits | Electric transformers |
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| Electric plants— | Electric wiring, |
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Governors (machinery)

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Fire extinguishers
Fire resisting materials
Fire service (water supply)
Fireproof construction
Fireproofing

Fireproofing of textiles
Forest fire patrol
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Inflammable mixtures
Insurance, Fire—
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Records, Preservation of
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also subdivision Fires and fire protection under special subjects, e.g.,

Air conditioning equipment
Cold storage warehouses
Electric plants (central stations)
Electric wiring
Hotels
New York (city)—
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Oil bulk stations
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| Candy factories | Sugar factories |
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Food, Frozen
Food brokers
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| Canning and preserv- | Food, Irradiated |
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| Impact | Pressure |
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| Building | Foundation soils |
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| Caissons | Dams—Foundations |
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Cores	Steel ingots
Die casting	Type and type
Foundries	founding
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Boilers—Firing	Lignite
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Coal	Motor bus engines—
Coal, Pulverized	Fuel
Coke	Motor truck engines—
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Boiler plants—Management	Furnaces
Boilers—Gas firing	Locomotives—Fuel
Boilers—Oil firing	Temperature—Regulation
Coal distillation	Waste fuel
Combustion	Waste heat
Feed water heating	

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Coke ovens	Lime kilns
Cupola furnaces	Oil burners
Electric furnaces	Open hearth furnaces
Fuel brick	Refractory materials
Fuel	Refuse incinerators
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Glass manufacture	Sulfur burners
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Control

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FURNACES, Electric. *See* Electric furnaces

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Heat treating

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| Acetylene | Gas analysis |
| Adsorption | Gas flow |
| Aerodynamics | Helium |
| Air | Hydrogen |
| Argon | Inflammable mixtures |
| Avogadro number | Ionization, Gaseous |
| Blast furnace gas | Joule-Thomson effect |
| Boyle's law | Neon |
| Carbon dioxide | Nitrogen |
| Chemistry | Oxygen |
| Chlorine | Ozone |
| Coke-oven gas | Smoke |
| Electric discharges | Van der Waals forces |
| Equation of state | Vapor pressure |
| Flame propagation | Vapors |
| Flue gas | Water vapor |
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| Carbon monoxide | Hydrogen sulfide |
| Carbon monoxide poisoning | Mustard gas |
| Chlorine | Smoke |
| Flue gas | Sulfur dioxide |
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See also

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| Carbon dioxide, Liquid | Hydrogen, Liquid |
| Chlorine, Liquid | Liquefied petroleum gas |
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| Airplane engines—Fuel | Gasoline service stations |
| Automobile engines—Fuel | Motor bus engines—Fuel |
| Automotive fuel | Motor truck engines—Fuel |
| Gas and oil engines—Fuel | Petroleum refining |
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Gasoline service sta- Tank trucks
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Gasoline pipe lines Petroleum refining
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Oil companies in Iowa. V. B. Guthrie. *Il Nat Pet N 31:25-31 Ag 9 '39*

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Oil via inland waterways serves Kentucky, Tennessee. V. B. Guthrie. *Il map Nat Pet N 31:25-6, 28-32+ Je 7 '39*

Profits on small gallonage; operating and merchandizing problems in Kentucky and Tennessee. *Il Nat Pet N 31:25-6, 28-9 Je 21 '39*

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Oil via inland waterways serves Kentucky, Tennessee. V. B. Guthrie. *Il map Nat Pet N 31:25-6, 28-32+ Je 7 '39*

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FHA tightens up on loans for station modernization. Il Nat Pet N 31:42-4 J1 26 '39

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Smart stations to fit the pocketbook. M. G. Van Voorhis. Il Nat Pet N 31:66-8 Mr 29 '39

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Modify Iowa plan by co-operative bookkeeping; Charleston oil co. of Charleston, S.C. Il Nat Pet N 31:21-2+ Ag 16 '39

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Automatic good-will; Humble Oil uses postal cards to get comments on service. Il Ptr Ink 186:37, 40 Mr 23 '39

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More profits for stations in the new headlights. Il Nat Pet N 31:41-3 O 4 '39

New station designed to handle more accessories; R. S. Kennedy oil co. plan Nat Pet N 31:34 S 20 '39

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Good housekeeping tips for lubritoriums; with inspection forms. Il Nat Pet N 31: 87-91 Ja 18 '39

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Display windows dominate station. Il plan Nat Pet N 31:30 My 17 '39

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Rural station designed to match city properties. *Il* plan Nat Pet N 31:35 Ag 2 '39
Unobstructed view and centralized work space in gas station. *Il* plan Arch Rec 85:32 Ja '39

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Under-trained auto mechanic; how-to-fix-it school sponsored by Carter carburetor corp. for service station and garage men. P. G. Sedley. *Il* Sales Management 45:38, 42-3 N 1 '39

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Court holds station tanks and lubsters are movable; Home owners' loan corp. vs. L. L. Norris et al. Nat Pet N 31:29 Ja 18 '39
Legal protection of station equipment; protection of loaned or leased equipment against mortgages. H. B. Fuller. Nat Pet N 31:38, 40-2 Ap 19 '39
Modern equipment adds style as well as efficiency to station. Nat Pet N 31:102-3 Mr 29 '39
More lube jobs in the day with modern equipment. *Il* Nat Pet N 31:98-100 Ja 18 '39

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You can't sell 'em when they're cold. Nat Pet N 31:70, 72 Mr 29 '39

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Shorter hours for stations would reduce dealers' costs. L. H. Alexander. Nat Pet N 30: 21 D 28 '38

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There is a cure for winter jitterbugs. S. Weissenburger. *Il* Nat Pet N 30:25-6+ D 21 '38

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See Motor truck service stations

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Cash box at pump island foils station robbers. *Il* Nat Pet N 31:108 Mr 29 '39

Holding up the hold-up man. E. L. Barringer. Nat Pet N 31:24, 26 F 1 '39

Watch out for men like these, they might rob your station; how to spot criminals as they drive into station. Nat Pet N 31:25-6+ My 10 '39

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GASOLINE service stations—Side line selling

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Summer profits. *il Nat Pet N 31:25-6 My 24 '39***Winter service**Now is the time to drive for oil's biggest winter change-over market. *il Nat Pet N 31:26-43 N 1 '39*There is a cure for winter jitterbugs. S. Weissenburger. *il Nat Pet N 30:25-6+ D 21 '38*Winter conditioning market is jobber's opportunity. *il Nat Pet N 31:24-32 O 11 '39***GASOLINE service stations, Cooperative**Co-op's seventh heaven; Greenbelt, the planned-community just outside of Washington. *il Nat Pet N 31:38+ Ap 12 '39***GASOLINE service stations, Jobbers'**South's fight against heat makes market for oil jobbers; sales of fuel, lubricant and the cooling medium to Diesel refrigeration installations; Marine oil co. *il Nat Pet N 31:25-6+ J 26 '39*

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| Geochemistry | Quarries and quarry- |
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| Gypsum | Sand |
| Isostasy | Schists |
| Limestone | Sedimentation and |
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Lubrication and lubricants	Polishing
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Drainage
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Canada

Underwriting results, 1938. Weekly Underw 140:594 Mr 18 '39

Colorado

Colorado insurance department probe. Nat Underw 43:15 Ap 6 '39; Nat Underw (Life ed) 43:6 Ap 7 '39; Ins Field (Fire ed) 68:11 Ap 6; 7-8 Ap 13 '39

Colorado probe committee wants state code revised. Nat Underw (Life ed) 43:8 Jl 28 '39; Ins Field (Life ed) 68:9-10 Jl 28 '39

Great Britain

Insurance in 1938; a review of progress and prospects. Economist 136:sup3-20 Jl 15 '39

See also

Insurance companies
—Great Britain

Illinois

Governor vetoes bill for insurance quiz. East Underw 40:18 Jl 28 '39; Nat Underw 43:4 Jl 27 '39; Nat Underw (Life ed) 43:7 Jl 28 '39

Mexico

Mexican insurance. Ins Field (Fire ed) 68:22-3 Jl 20 '39; Ins Field (Life ed) 68:10+ Jl 21 '39

U.S. insurance gaining in Mexico. W. A. Kennedy. East Underw 40:26 S 15 '39

See also

Insurance companies
—Mexico

Nebraska

Nebraska probe into insurance activities. Ins Field (Life ed) 68:7 Mr 3; 10 Mr 10 '39; Ins Field (Fire ed) 68:10-11 Mr 2; 11 Mr 9 '39; East Underw 40:29 Mr 3 '39; Nat Underw 43:19 F 16 '39; Nat Underw (Life ed) 43:4 F 17; 4 Mr 3 '39

New York (state)

Seven important events enlivened 1938. J. J. Magrath. Weekly Underw 140:40 Ja 7 '39

See also

Insurance law—New York (state)

Texas

Concluded; Texas House of representatives inquiring into insurance rate making. Ins Field (Fire ed) 68:7 S 28 '39

Mutuals join to cause change in Texas ruling against political subdivisions buying participating insurance. Nat Underw 43:4+ O 12 '39

Ruling; counties and other political subdivisions in Texas cannot legally insure property in mutual insurance companies. Ins Field (Fire ed) 68:7 S 28 '39; Nat Underw 43:3 S 28 '39; Weekly Underw 141:639-40 S 30 '39

United States

Alien companies in strong position to protect American interests. Ins Field (Fire ed) 68:11+ S 14 '39

Assets of foreign company branches to remain here. C. Hughes. Nat Underw 43:5+ O 26 '39

INSURANCE—United States—Continued

Favorable position of Accident and casualty insurance co. in war; no loss from Swiss and other foreign companies now operating in the United States. N. Bassett. Weekly Underw 141:656 S 30 '39; Excerpts. East Underw 40:48 S 29 '39

Hope for better business conditions in 1939. Ins Field (Fire ed) 68:7 Ja 5 '39

Insurance high spots and tough spots, 1938. C. G. Hale. II Spectator (Property ed) 4:10-14+ D 29 '38

Insurance looks at the 1940's. F. G. Dickinson. Nat Underw 43:6 S 21 '39

New York insurance dept. chief calls policies in foreign companies doing business in the United States safe. L. H. Pink. Credit & Fin Management 41:24+ N '39

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United States greatest insuring nation. J. D. Simpson. East Underw 40:35 Mr 31 '39

World war II and the position of United States branches of foreign insurance companies. D. Porter and W. Hamlin. Spectator (Property ed) 5:10-11 O 5 '39

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INSURANCE, Accident

Accident and health insurance during depression decade. W. T. Grant. Weekly Underw 140:85 sec 2 My 27 '39

Accident and health insurance needs better public acceptance. W. B. Cornett. Nat Underw 43:20+ My 18 '39

Accident and health week observance. East Underw 40:39-40 Ap 21; 53-4 Ap 28 '39; Ins Field (Life ed) 68:32 Ap 28 '39; Nat Underw 43:15+ 17+ Ap 27 '39

Accident and health week plans. East Underw 40:39 Ap 7 '39

Accident cover; answers to ten questions by U.S.F. & G. Weekly Underw 141:399 Ag 26 '39

Bureau of personal accident and health underwriters silver anniversary meeting. Rye, N.Y. East Underw 40:35, 38 Je 30; 31+ JI 7 '39; Ins Field (Fire ed) 68:12 JI 6 '39; Ins Field (Life ed) 68:7-8 JI 7 '39; Nat Underw 43:19+ Je 29; 15+ JI 6 '39; Spectator (Life ed) 142:42 JI 6 '39

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Development and progress of accident and health insurance during eighty years. A. Sommer. Weekly Underw 140:45+ sec 2 My 27 '39

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1939 accident and health insurance week campaign. East Underw 40:36 S 22 '39

1940 accident and health week set for Apr. 22-29. East Underw 40:46 S 29 '39; Ins Field (Fire ed) 68:11 S 28 '39; Ins Field (Life ed) 68:12 S 29 '39; Nat Underw 43:25 S 28 '39; Weekly Underw 141:659 S 30 '39

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Insurance, Casualty	Insurance, Life—Dis-
Insurance, Disability	ability provisions
Insurance, Hospitalization	Insurance, Work-
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also Health and accident underwriters conference; National accident and health association

Adjustment of claims

Agent shouldn't take part in claim settlements. G. A. L'Estrange. Nat Underw 43:22+ My 25 '39

Failure to give notice voids accident policy.

East Underw 40:29 JI 21 '39

Insurer held liable under accident and health policy for death from illness. Weekly Underw 141:572 S 16 '39

Participation in aeronautics; digest of recent cases. J. L. Roesch. Spectator (Property ed) 4:26-7+ N 17 '38

Pedestrian injured by fall in avoiding being struck by automobile, held run down within coverage of accident policy. Weekly Underw 140:846 Ap 15 '39

Proof of accidental death; digest of recent cases. J. L. Roesch. Spectator (Property ed) 5:20-1 JI 13 '39

Reformation of limited policy to cover all accidents denied where premium payable was five cents per week per thousand. Weekly Underw 139:1350 D 31 '38

Requirement that accident occur while insured was on regular crossings at highway intersections sustained. Weekly Underw 140:741 Ap 1 '39

Restaurant proprietor shot while serving drinks held to have changed occupation to that of bartender. Weekly Underw 140:896 Ap 22 '39

Right to physical examination held not forfeited by denial that insured was totally disabled. Weekly Underw 140:941 Ap 29 '39

Trend of decisions on accidental means in accident-health policies. M. Manier. East Underw 40:34 Ag 11 '39

Use of motion pictures in disability claims. C. E. Anstett. East Underw 40:38 Je 30 '39

Views on accidental death differ. Spectator (Life ed) 143:20 Ag 31 '39

Agents

Accident and health club of New York 5th annual sales congress. East Underw 40:35 Je 23 '39; Ins Field (Fire ed) 68:20-1 Je 29 '39; Ins Field (Life ed) 68:26-7 Je 30 '39

Actual cases from Aetna claim files point to value of accident insurance. East Underw 40:32 JI 28 '39; Nat Underw 43:19 JI 27 '39

Agent shouldn't take part in claim settlements. G. A. L'Estrange. Nat Underw 43:22+ My 25 '39

Clinch that sale of accident and health insurance is demonstration. Ins Field (Life ed) 68:20-1+ Ap 21 '39; Same. Ins Field (Fire ed) 68:18-20 Ap 20 '39

Four advantages of selling accident insurance. B. H. Groves. Nat Underw 43:19 Ja 26 '39

Greatest opportunity for agents lies in accident and health field. W. A. Granville. East Underw 40:46 Mr 10 '39

Production; how to get accident and health business in a multiple line office. R. Kegley. Ins Field (Fire ed) 68:26 F 16 '39

Production or renewals; which is more important to the accident and health producer? E. C. Budlong. Ins Field (Life ed) 68:24 JI 7 '39

Sales arguments and technique. K. O. Saunders. Ins Field (Fire ed) 68:24-5+ F 16 '39

Sell accident and health insurance. C. E. Dalrymple. Ins Field (Fire ed) 68:18-19 Je 29 '39

Smart guy; life insurance man makes his accident and health production pay the bills. R. W. Merrill. Ins Field (Life ed) 68:30-1 F 24 '39

Three M's; materials, machinery and men make a business a success. R. J. Long. Ins Field (Fire ed) 68:23+ F 16 '39

Why sell accident and health insurance answered by experts. East Underw 40:44 F 3 '39

Agency management

Agency management clinic at Health & accident underwriters conference meeting, Boston. East Underw 40:43+ My 26 '39; Nat Underw 43:22+ My 25 '39

Applications

Application for accident and health insurance has definite bearing on acceptance of risk. Weekly Underw 140:1325 Je 24 '39

Filling out the application. E. C. Budlong. Ins Field (Fire ed) 68:22 Ag 3 '39

INSURANCE, Accident—Continued**Aviation risks**

Participation in aeronautics; digest of recent cases. J. L. Roesch. Spectator (Property ed) 4:26-7+ N 17 '38

Children's policies

Children's accident (special) and medical reimbursement policies. Spectator (Property ed) 4:22-3 D 29 '38

Special children's policy announced; Accident & casualty insurance co. East Underw 39; 111 D 2 '38; Ins Field (Fire ed) 67:15 D 8 '38

Dictionaries

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Fake accident ring indictments voted in Omaha. Nat Underw 43:17 Ag 3 '39

History

Development of accident cover. R. Hartsig. Weekly Underw 140:835 Ap 15 '39

Hospital indemnity

What can I do to meet hospitalization competition and protect my business? E. C. Budlong. Ins Field (Life ed) 68:24-5 Ja 20 '39

Mail order selling

Significant lessons we have learned about selling by mail; Postal life & casualty insurance co. J. Walker. Il Sales Management 45:42, 44 J1 15 '39

Policies

Continental Casualty issues new accident policy special for 1939. Weekly Underw 139: 1040 N 19 '38

Federal Life survey of Tribune policies; underwriting newspaper readers. Nat Underw 42:22 D 1 '38

First automatic policy vendor installed in Chicago. Il Nat Underw 42:20 D 8 '38

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Insurance, Accident—
Children's policies

Reinsurance

Reinsurance problems in accident and health. Nat Underw 42:15+ D 29 '38

Risks

"Death only" factor is favorable in accident insurance. M. C. Wilson. East Underw 40: 37 Je 30 '39; Same. Nat Underw (Life ed) 43:9 Je 30 '39; Same. Nat Underw 43:19 Je 29 '39

Where accident and health and life risks differ; abstracts. J. E. Powell. East Underw 39:31+ N 11 '38; Nat Underw (Life ed) 42:6 N 11 '38

Canada

Accident business in Canada, 1938. East Underw 40:37 My 5 '39

Great Britain

Personal accident insurance in Great Britain in 1937. East Underw 39:34 N 11 '38

INSURANCE, Accountants' liability

Accountants held to stricter account in Canada. East Underw 40:31 N 10 '39

American Surety's policy form broadened. East Underw 40:38 F 17 '39; Nat Underw 43:18 F 9 '39

Public accountants' liabilities. W. R. MacMillan; W. D. Rich. East Underw 39:35 D 16 '38

INSURANCE, Accounts receivable

Accounts receivable policy. Spectator (Property ed) 4:27 My 18 '39

Physical protection of records; abstracts. J. G. Goetz. East Underw 40:52 Ap 28 '39; Nat Underw 43:27 Ap 27 '39

INSURANCE, Agricultural

Applications for wheat insurance policies on 1939 crop estimated at 299,501 by FCIC. Comm & Fin Chr 148:1717 Mr 25 '39

Average crop insurance rates by states; tabulation. Nat Underw 43:5 Ap 27 '39

Federal crop insurance corporation; Purvines heads new Chicago branch. Weekly Underw 141:70 J1 8 '39

Federal crop insurance corporation reviews past year. L. K. Smith. Weekly Underw 140:35-7 Ja 7 '39

FCIC sets up central grain office in Chicago. Comm & Fin Chr 149:1261-2 Ag 26 '39

Federal insurance contracts on 1940 wheat crop may reach 300,000 mark. Comm & Fin Chr 149:2448 O 21 '39

Government may soon extend U.S. all-risk cover to cotton. Nat Underw 43:5 Ag 3 '39 94,000 wheat farmers apply for crop plan. Weekly Underw 140:708 Ap 1 '39

156,000 farmers insured against 1939 wheat loss. Weekly Underw 140:1058 My 20 '39

Receiver sends Dutch uncle letter to policyholders of Sowers plan crop insurance mutual of Kansas. Nat Underw 42:22 D 1 '38

Results of insuring producers of wheat by Federal crop insurance corp. East Underw 40:27 N 10 '39

Some crop insurance not to be renewed; federal government's plans. East Underw 40:20 Ag 4 '39; Ins Field (Fire ed) 68:11 Ag 3 '39; Nat Underw 43:3+ Ag 3 '39

Texas wheat farmer gets first U.S. crop payment. Weekly Underw 140:867 Ap 22 '39

Wheat cover premium payments now number more than 103,000. East Underw 39:31 D 9 '38

See also

Insurance, Corn
Insurance, Cotton

Insurance, Fire—
Farm policies
Insurance, Hail

INSURANCE, Art

Fine arts policy held not so distinctly marine insurance as to be exempt from Wisconsin fire insurance rating act. Weekly Underw 140:689 Mr 25 '39

Losses and depreciation in works of art through inherent vice. W. K. Drewes. Weekly Underw 139:1133-40; 140:610-4, 1016+; 1112-14 D 3 '38, Mr 18, My 13, 27 '39

Master policy for \$30,000,000 taken on New York world's fair art. East Underw 40:1+ Ap 7 '39

Painless insurance; a problem besetting the fine arts underwriter. A. P. Thompson. Weekly Underw 140:501-3 Mr 4 '39

Selling points. Spectator (Property ed) 4:27 Je 1 '39

Wisconsin fine arts case goes against inland marine writers. Nat Underw 43:4 F 9 '39; Weekly Underw 140:346 F 11 '39

Wisconsin Supreme court gets fine arts case arguments; power of the state to regulate inland marine insurance. Nat Underw 43:2+ Ja 12 '39

INSURANCE, Assessment

Fraternal orders, assessment life and accident associations; business of 1938 and condition December 31, 1938; tabulation. Weekly Underw 140:77 sec 2 Ap 29 '39

Hearing in Chicago on a bill to increase the surplus requirements of so-called assessment legal reserve life companies. Nat Underw (Life ed) 43:12 My 12 '39

New law is made by California ruling; liability for assessment of Pacific Greyhound lines and all other subscribers of the defunct California highway indemnity exchange. Nat Underw 43:18 Je 15 '39

New York Supreme court holds defunct mutual's policyholders assessable; Auto mutual indemnity of New York. East Underw 40: 56 O 6 '39

INSURANCE, Automobile

Changes noted in the casualty field. B. K. Campbell. Nat Underw 43:15+ Ag 31 '39

Fight continues against State farm mutual automobile insurance co. of Bloomington, Ill. Weekly Underw 141:390 Ag 26 '39

For the customer; should your agency establish a motor carrier department? C. W. Davis. Il Ins Field (Fire ed) 68:18-19 Ja 19 '39

INSURANCE, Automobile—Continued

Long steps forward are taken in automobile field. E. J. Bond, jr. Nat Underw 43:22 O 19 '39

Move to end overlapping of automobile coverages; fire companies give up property damage and casualty writers quit collision. Nat Underw 43:3 Je 8 '39

Need for uniform automobile negligence law. M. D. O'Hara. Weekly Underw 141:859+ O 21 '39

See also

Insurance, Motor bus Insurance, Taxicab Insurance, Motor truck

Adjustment of claims

Absolute liability of insurer held not established where assured had done nothing to require attachment of California financial responsibility endorsement. Weekly Underw 141:1001 N 4 '39

Assumption of defense of damage suit against assured held prejudicial estopping company from defending on ground of noncoverage. Weekly Underw 140:1337 Je 24 '39

Assured's judgment creditor may recover in excess of policy limits on proof of insurer's bad faith in failing to settle. Weekly Underw 140:213 Ja 21 '39

Assured's refusal to sign defense alleging injured party employee of assured held not lack of cooperation avoiding policy. Weekly Underw 140:1240 Je 10 '39

Automobile used as demonstrator by dealer prior to sale to assured held new within warranty of fire and theft policy. Weekly Underw 139:1309 D 24 '38

Connecticut court holds used car as synonymous with second hand. East Underw 40:30 Mr 3 '39

Correct address in policy is safest procedure; where the automobile is garaged. Nat Underw 43:18 Je 15 '39

Court on mortgagee's rights when mortgagor gives release on risk. East Underw 40:30 Je 2 '39

Court on subrogation; in theft case insurer has right of third person and may bring suit for damages. East Underw 40:22 Mr 31 '39

Courts rule on two cases where assureds mortgaged their cars. East Underw 40:23 N 10 '39

Dr Dodd faces \$25,000 suit; result of hit-and-run charge against former ambassador. East Underw 40:42 Mr 24 '39

Elimination of \$100 property damage judgment is urged. C. H. Tuke. Weekly Underw 140:1116 My 27 '39

Evidence sufficient to take to jury question of assured's co-operation bars recovery because of insurer's fraud in failing to settle. Weekly Underw 141:322 Ag 12 '39

Failure to notify; Minnesota court finds for insurer. Weekly Underw 140:768 Ap 8 '39

Federal court on incomplete writing in automobile policy. East Underw 40:32 Ja 6 '39

Federal declaratory judgments in auto insurance cases. East Underw 40:22 F 10 '39

Former Ambassador Dodd insured one day before hitting child. Weekly Underw 140:226 Ja 28 '39

Fraudulent representation as to identity of driver of automobile held lack of cooperation prejudicial as matter of law. Weekly Underw 140:1137 My 27 '39

Guests and carrying passengers for a consideration; digest of recent cases. J. L. Roesch. Spectator (Property ed) 4:22-3 Ja 12 '39

Hazard to employers is wide. J. F. Wohlge-muth. II Nat Underw (Auto ins no) 43:4+ Ap 24 '39

Independent contractor; contingent or non-ownership automobile liability policy; digest of recent cases. J. L. Roesch. Spectator (Property ed) 4:28-9+ My 4 '39

Injured party may recover on policy on automobile registered and insured in name of owner's nephew. Weekly Underw 140:582 Mr 11 '39

Insurance company not liable to agent's guests in automobile. East Underw 40:58 Mr 17 '39

Insurer's defense of driver under non-waiver agreement constitutes practice of law by corporation. Weekly Underw 139:1013 N 12 '38

Interesting ruling made on duties of officer as an employee; case decided against the company. Nat Underw 43:27-8 Mr 30 '39

Intoxication and contributory negligence; digest of recent cases. J. L. Roesch. Spectator (Property ed) 5:26-7+ Ag 10 '39

Juries becoming fairer in automobile liability actions. Nat Underw 43:17 S 25 '39

Loan receipt in relation to collision policy; prejudice of juries against companies, and the subrogation clause, digest of recent cases. J. L. Roesch. Spectator (Property ed) 4:26-8+ Mr 23 '39

Minor brother may recover damages from minor sister living in same household for injuries due to negligent operation of automobile. Weekly Underw 141:629 S 23 '39

New York world's fair motor car claims to be arbitrated. Weekly Underw 140:1215 Je 10 '39

Non-ownership liability reviewed. M. S. Harlan. Nat Underw 43:16 Je 15 '39

Notice of accident made after development of injury two months later held given as soon as practicable. Weekly Underw 139:1265 D 17 '38

Notice thirty-three days after accident held not given as soon as practicable. Weekly Underw 140:165 Ja 14 '39

Omnibus clause does not enlarge coverage of policy but merely extends coverage to persons using automobile with insured's consent. Weekly Underw 141:409 Ag 26 '39

Plaintiff may examine company before trial; automobile negligence case. East Underw 40:36 My 19 '39

Prospective purchaser held operating car within coverage of liability policy where son was driving at his request. Weekly Underw 141:190 J 22 '39

Provision against encumbrance held not violated where proceeds of unreported mortgage were used to pay off mortgage scheduled in policy. Weekly Underw 141:696 S 30 '39

Recent automobile decisions. Nat Underw 43:38 O 12 '39

Requirement of notice; digest of recent cases. J. L. Roesch. Spectator (Property ed) 4:26-7+ D 29 '38

Retraction by assured of prior statements as to cause of accident two weeks before trial held not prejudicial. Weekly Underw 140:320 F 4 '39

Second chattel mortgage on car voids finance company's policy. East Underw 40:35 Ap 28 '39

Suits arising from automobile public liability policies; companies operating in Illinois. Nat Underw (Auto ins no) 43:15 Ap 24 '39

Suits by unemancipated minors; digest of recent cases. J. L. Roesch. Spectator (Property ed) 5:26-7 S 7 '39

Sustains policy limit of \$5,000; case in which husband and wife brought separate suits. Nat Underw 43:18 Ag 31 '39

Vendee in possession of automobile under conditional sale contract held additional assured under liability policy. Weekly Underw 140:365 F 11 '39

What is a collision? digest of recent cases. J. L. Roesch. Spectator (Property ed) 4:26-7+ D 1 '38

Willful refusal to sign answer prepared by company to defend action against assured held breach of cooperation clause. Weekly Underw 140:994 My 6 '39

Advertising

Safe driver reward cooperative advertising program launched by 30 National Bureau companies. II East Underw 40:40 Mr 24 '39

Ins Field (Fire ed) 68:26 Mr 30 '39; Weekly Underw 140:669 Mr 25 '39

What about it? can automobile owners be reached without advertising? C. W. Van Beynum. Ins Field (Fire ed) 68:20-1+ My 18 '39; Same. Nat Underw 43:21+ My 18 '39

Excerpts. East Underw 40:34 My 19 '39

INSURANCE, Automobile—Continued

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- Automobile insurance in country areas. J. E. Fry. Nat Underw 43:40 F 16 '39
- Automobile insurance market offers opportunity for increased production. W. T. Harper. Ins Field (Fire ed) 68:20-1+ Ja 19; 28-9 Ja 26 '39; Excerpts. East Underw 40:36 Ja 20 '39
- Going to the Fair this summer? sales arguments. Il Nat Underw (Auto ins no) 43:20+ Ap 24 '39
- Insure the motorists. H. D. Sherwood. Ins Field (Fire ed) 68:20-1, 26+ Je 1 '39
- Ohio agents protest licensing auto club agency. Nat Underw 43:13 Jl 20 '39
- Realistic work will bring results. C. T. Hubbard. Nat Underw (Auto ins no) 43:8 Ap 24 '39
- Safe driver reward and low limit policy producing income for agents. R. I. Catlin. East Underw 40:36 Mr 31 '39
- Sales points. W. T. Harper. Weekly Underw 140:507 Mr 4 '39
- Spirit of pioneers is needed today; technique of early insurance salesman. Nat Underw (Auto ins no) 43:3+ Ap 24 '39
- What about the middleman? broker uses recent rate reductions to induce new business. M. L. Lane. East Underw 40:31 pt 2 My 5 '39

Commissions

- Boston producers protest proposals regarding writing risks of two companies in receivership; Broad Street Mutual and the Canton Mutual. Weekly Underw 140:69 Ja 7 '39; East Underw 40:33 Ja 6 '39; Ins Field (Fire ed) 68:12 Ja 5 '39; Nat Underw 43:20 Ja 12 '39
- Car insurance commissions of agents and brokers reduced in Illinois. Business Week p51-2 O 28 '39
- National automobile underwriters association fixes new rules for New York district. East Underw 40:30 Je 9 '39; Ins Field (Fire ed) 68:10 Je 8 '39
- Palmer assumes control of automobile insurance commissions. Nat Underw 43:3+ O 12 '39
- Palmer will not amend Illinois commission order. East Underw 40:16 N 10 '39; Ins Field (Fire ed) 68:9-10 N 9 '39; Weekly Underw 141:1028 N 11 '39
- Set to work to cut commissions to 30%; National automobile underwriters association. Nat Underw 43:3+ F 23; 5 Mr 2 '39

Compulsory liability

- Automobile club of New York poll; car owners favor compulsory law. Ins Field (Fire ed) 67:12-13 D 15 '38; Nat Underw 42:19 D 15 '38; Weekly Underw 139:1277 D 24 '38
- Automobile club of New York seeks compulsory cover views. Weekly Underw 139:1084 N 26 '38
- Canadian superintendents not to rush into compulsory insurance. East Underw 40:26 Ag 25 '39
- Compulsory automobile insurance; discussed by International association of insurance counsel. East Underw 40:28 S 1 '39
- Compulsory cover held violation of principle; with political control, real insurance held impossible. Weekly Underw 141:599 S 23 '39
- Compulsory law on public liability and property damage urged by International association of insurance counsel. Ins Field (Fire ed) 68:12 Jl 27 '39
- Covering individual driver, rather than car. L. H. Pink. Weekly Underw 140:559-60 Mr 11 '39; Excerpt. East Underw 40:39 Mr 10 '39
- Defects of Massachusetts compulsory plan can be obviated; abstracts. L. H. Pink. East Underw 40:29+ S 1 '39; Nat Underw 43:15+ Ag 31 '39
- Improve responsibility laws; Massachusetts compulsory act not successful. R. Murphy. East Underw 40:30+ S 1 '39; Same. Weekly Underw 141:456 S 2 '39; Same abr. Nat Underw 43:16+ Ag 31 '39

- Intimate picture of Massachusetts compulsory law; abstracts. J. W. Downs. East Underw 40:46 O 6 '39; Nat Underw Conv no 43:22 O 6 '39; Weekly Underw 141:745 O 7 '39
- Massachusetts abolishes W. X. Y grading in new rates. Nat Underw 43:19 O 12 '39
- Motor car insurance and the traffic problem. R. H. Blanchard. Weekly Underw 140:726-7+ Ap 1 '39; Excerpts. East Underw 40:37 Mr 31 '39; Nat Underw 43:20 Ap 6 '39
- New York merchants' association opposed to compulsion. Weekly Underw 139:1244 D 17 '38
- Uniform law suggested as means of meeting objections to motor car responsibility laws. R. P. Hobson. Weekly Underw 141:607 S 23 '39
- Why Wesley E. Monk left the Massachusetts insurance dept.; inside story of motor vehicle liability insurance act. W. E. Monk. East Underw 40:55-6 Ap 28 '39

Deferred payment protection

- Automobile finance practices are hit; agreement sought. Nat Underw 42:4+ D 15; 3+ D 29 '38
- Automobile finance problem is argued by commissioners. Nat Underw 43:3+ Je 29 '39
- Automobile finance rules issued by Palmer, Illinois. East Underw 39:32 N 25 '38; Nat Underw 42:4+ N 17 '38; Weekly Underw 139:1039 N 19 '38
- Big improvement in problem of financed automobiles. J. C. Blackall. East Underw 40:36 O 27 '39
- Commission cap of 30% is placed on finance line by National automobile underwriters association. Nat Underw 43:3+ F 23; 5 Mr 2 '39
- Finance business freely discussed by insurance commissioners committee. Nat Underw 42:14 D 8 '38
- Finance regulations issued in New Jersey. Weekly Underw 141:258 Ag 5 '39
- Harrington ruling; countersignature of financed car coverage in Massachusetts. Weekly Underw 141:347 O 21 '39
- Kansas tightens rule on finance companies. East Underw 39:26 D 23 '38; Nat Underw 42:32 D 22 '38
- Maryland issues rules governing coverage on financed automobiles. East Underw 40:39 N 3 '39; Ins Field (Fire ed) 68:11 N 2 '39
- Missouri order; information on financed automobiles by May 1. Ins Field (Fire ed) 68:14 Ap 20 '39; Weekly Underw 140:911 Ap 29 '39
- Morris plan bank financing of automobile premiums. C. J. O'Donnell. East Underw 40:22 N 10 '39
- New England association of automobile finance dealers meeting, Hartford, Conn. Ins Field (Fire ed) 68:17 My 4 '39
- New Jersey financed car rules. East Underw 40:27 Ag 11 '39; Nat Underw 43:30 Ag 10 '39; Spectator (Property ed) 5:28 Ag 24 '39
- New Jersey law on financed cars. East Underw 40:31 Je 9 '39
- Opportunity for the insurance agent in bank financing of automobiles. L. R. Finn. Weekly Underw 141:1084-5+ N 18 '39; Excerpts. Ins Field (Fire ed) 68:18-19+ O 5 '39; East Underw 40:55 O 6 '39
- Palmer bulletin on Illinois automobile finance situation. Ins Field (Fire ed) 68:9 O 12 '39; Nat Underw 43:3+ O 12 '39; Spectator (Property ed) 5:6 O 19 '39; Weekly Underw 141:856, 952+ O 21, N 4 '39
- Position of finance companies in respect to the insurance set-up of auto finance accounts. Nat Underw 43:13 Mr 2 '39; Discussion. J. H. Lloyd. 43:17 Mr 9 '39

Finance

- American automobile insurance company analysis. Spectator (Property ed) 5:30-1 Jl 27 '39
- Automobile exhibit; countrywide experience of companies doing business in New York state, 1938; tabulation. Nat Underw 43:16 Ap 27 '39
- Automobile premiums and losses in first six months of 1939. East Underw 40:1+ Je 23 '39

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Automobile premiums and losses, 1938. East Underw 40:37 Mr 10 '39
 Automobile premiums of fire companies in 1938 compared with 1935-37; tabulation. East Underw 40:33-5 Ap 28 '39
 Casualty companies' automobile writings for 1938, comparison with 1935-37; tabulation. East Underw 40:42-4 Ap 28 '39
 Five year automobile insurance experience exhibit, 1934-38; tabulation. Nat Underw (Auto ins no) 43:3 Ap 24 '39
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- Insurance will profit by test of SEC quiz. A. W. Atwood. Nat Underw (Life ed) 43:3 Mr 31 '39
- Is supervision at the crossroads? F. N. Julian. Weekly Underw 139:1160+ D 3 '38; Same. East Underw 39:10+ D 9 '38
- Liability of life insurance company for mistakes in its policies and correspondence. C. L. Peterson. Weekly Underw 141:828-31 O 14 '39; Excerpts. East Underw 40:12 O 6 '39
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- Life insurance sales research bureau holds special Chicago meeting; smaller companies take part. East Underw 40:5 My 26 '39
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- Monopoly committee hearings. East Underw 40:1+ Je 9; 11 Je 23 '39; Ins Field (Life ed) 68:10 Je 23 '39; Spectator (Life ed) 142:8-9 Je 22 '39; Nat Underw (Life ed) 43:1+ Je 16; 1, 9-11 Je 23 '39
- Monopoly committee hearings continued. East Underw 40:1+ S 1; 1+ O 27; 3+ N 3 '39; Ins Field (Life ed) 68:7-8+ S 1; 7-8 S 15; 8-9 N 3 '39; Spectator (Life ed) 143:10-11 Ag 31; 9-10 S 14 '39; Nat Underw (Life ed) 43:1, 11+ S 1; 1+ O 27 '39
- Monopoly committee; preliminary report. East Underw 40:1+ JI 21 '39; Ins Field (Life ed) 68:7 JI 21 '39; Nat Underw (Life ed) 43:3+ JI 28 '39
- Monopoly investigators criticized. T. I. Parkinson. Weekly Underw 140:434 F 25 '39
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- No insurance mystery. Philadelphia society hears from speakers. East Underw 40:1+ F 24 '39
- Obstacles confronting life companies. T. A. Phillips. Nat Underw (Life ed) 43:6+ F 17 '39
- Obstacles to expanding business are passing from scene. M. J. Cleary. East Underw 40:4 Ja 6 '39
- Outlook for life insurance. B. J. Perry. Weekly Underw 141:241+ Ag 5 '39; Same abr. Nat Underw (Life ed) 43:4 Ag 4 '39
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- Public should get sound information on insurance; criticism is healthy; abstracts. J. A. Fulton. East Underw 40:6 Mr 17 '39; Ins Field (Life ed) 68:7 Mr 17 '39; Weekly Underw 140:593 Mr 18 '39
- Public unworried by TNEC inquiry into insurance. Nat Underw (Life ed) 43:1+ JI 14 '39
- Reasons why Home Life of New York has large average size policy. C. C. Fulton, Jr. Ins Field (Life ed) 68:32-3 F 24 '39
- Republic National Life takes over Fidelity Life of Phoenix. Nat Underw (Life ed) 42:16 D 9 '38; Weekly Underw 139:1216 D 10 '38
- Reserve loan life insurance co. of Indianapolis; revision of the capital structure and change of control. Spectator (Life ed) 143:12 Ag 31 '39; Nat Underw (Life ed) 43:1+ Ag 25 '39
- Responsibility in insurance business; never was impressed with bigness. T. I. Parkinson. East Underw 40:4 Mr 24 '39
- SEC report is misleading; Shenandoah Life President answers criticisms of investigators. E. L. Trinkle. Nat Underw (Life ed) 43:5 S 22 '39
- SEC studying data in questionnaires on life insurance operation. East Underw 40:1+ Ap 21 '39
- Shenandoah life of Roanoke reorganization urged. East Underw 40:22 S 29 '39; Ins Field (Life ed) 68:8 S 29 '39; Nat Underw (Life ed) 43:4+ S 29 '39
- Similar names of insurance men cause confusion; J. Roger Hull and Roger B. Hull. Nat Underw (Life ed) 43:6 Ja 27 '39
- Suggestion for improving life insurance service. V. R. Smith. Spectator (Life ed) 142:12-13 Je 8 '39; Excerpts. East Underw 40:6 Je 9 '39; Comm & Fin Chr 148:3459-60 Je 10 '39
- Superintendent Pink disposes of monopoly issues in annual report of New York insurance department. East Underw 40:10 Mr 10 '39; Ins Field (Life ed) 68:7 Mr 10 '39; Nat Underw (Life ed) 43:11 Mr 10 '39; Weekly Underw 140:537+, 538 Mr 11 '39
- Supplementing social security. G. B. Nelson. Weekly Underw 140:55-9 sec 2 Ap 29 '39
- Survey yields many suggestions for avoiding underwriting delays; abstracts. A. J. Ostheimer. Nat Underw (Life ed) 42:2+ N 25 '38; East Underw 39:3+ D 23 '38
- Taxes take 22 cents; life insurance 6 cents of each dollar of national income. T. A. Phillips. East Underw 40:12 My 26 '39
- TNEC chairman favors national supervision. East Underw 40:15 Je 16 '39; Nat Underw (Life ed) 43:6+ Je 16 '39
- Temporary national economic committee hears SEC conclude presentation of data on insurance inquiry. Comm & Fin Chr 149:343-4 JI 15 '39
- TNEC inquiry; abstracts. L. A. Lincoln. East Underw 40:3+ O 6 '39; Nat Underw (Life ed) 43:1+ O 6 '39; Spectator (Life ed) 143:7-8 O 12 '39
- Travelers move has Illinois cause; formation of life company. Nat Underw 43:23 Mr 16 '39; Nat Underw (Life ed) 43:1 Mr 17 '39
- Trends in industry affecting insurance. W. B. Bailey. Weekly Underw 140:102 Ja 7 '39
- Underwriting America's human values. J. Price. East Underw 39:23+ D 2 '38; Same. Spectator (Life ed) 141:6-9 D 8 '38; Same cond. Weekly Underw 139:1152+ D 3 '38
- U.S. control as major purpose of monopoly probe. F. H. Ecker. Nat Underw (Life ed) 43:1+ Je 2 '39
- United States Life increases capital. East Underw 39:17 N 25 '38
- Value of public confidence. O. J. Arnold. Weekly Underw 140:953+ My 6 '39; Excerpts. East Underw 40:12 My 6 '39
- Value of size in insurance business stressed. F. H. Ecker. Comm & Fin Chr 148:821 F 11 '39

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Venture capital contrasted with credit capital. O. J. Arnold. East Underw 40:3 JI 7 '39; Same. Nat Underw (Life ed) 43:1- JI 7 '39; Same. Weekly Underw 141:57- JI 8 '39

Views 1939 with confidence. L. A. Lincoln. Spectator (Life ed) 142:10 Ja 5 '39; Same. East Underw 39:11 D 30 '38; Same. Weekly Underw 140:106 Ja 7 '39

Volunteer State's control is changed. Nat Underw (Life ed) 43:1 Ja 6 '39; Ins Field (Life ed) 68:10 Ja 6 '39; Weekly Underw 140:96 Ja 7 '39

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Washington hearings rarely made first page; the nation's press attitude. East Underw 40:3-4 F 24 '39

Washington insurance study; review of TNEC testimony up to summer adjournment. East Underw 40:13-15+ pt 2 O 6 '39

Ways of deflating attacks on life insurance. V. Howell. Nat Underw (Life ed) 43:3+ Ap 28 '39

What life insurance has been accomplishing. M. J. Cleary. Nat Underw (Life ed) 43: 1+ My 5 '39

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also American life convention; Association of life agency officers; Association of life insurance presidents; Institute of life insurance; Life insurance sales research bureau

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General accounting setup needed in annual statements. C. O. Shepherd. Nat Underw (Life ed) 43:21-2 S 29 '39

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Cooperation between medical men and actuaries closer. R. D. Murphy. East Underw 40:3+ O 20 '39

Craigs of the Metropolitan. J. Philp. East Underw 39:11+ D 2 '38

Recent U.S. visit of notable actuaries from Great Britain. A. Hunter. East Underw 39:19 D 2 '38

Adjustment of claims

Actions in the United States on life insurance policies issued in foreign countries. H. Cabell. Weekly Underw 141:316-17 Ag 12 '39

Annuitant's mistake as to his condition of health at time of entering into contract held ground for rescission of annuity contract. Weekly Underw 141:364 Ag 19 '39

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Double indemnity from the claim and law angle. D. J. Reidy. Weekly Underw 141:88-90 JI 8 '39

Engineer's uncontradicted testimony as to position of insured on tracks held not conclusive on issue of suicide. Weekly Underw 141:525 S 9 '39

Evidence held insufficient to show willful misrepresentation as to age or previous condition of health. Weekly Underw 141: 230 JI 29 '39

Explain thoroughly terms of contract; digest of recent cases. J. S. Regan. Spectator (Life ed) 142:16-17 Mr 2 '39

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Law knows no presumption to decide who died first; simultaneous deaths. B. P. Sears. Nat Underw (Life ed) 43:3 Mr 17 '39

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One year incontestable clause of life policy does not prevent enforcement of age adjustment clause. Weekly Underw 141:781 O 7 '39

Precautions against undesirable risks for annuities; digest of recent cases. J. S. Regan. Spectator (Life ed) 142:16-17 Je 8 '39

Press quickly handed 18 pages about decision attacking company; question of dividend extending policy thru term insurance. East Underw 40:10 F 17 '39

Presumption against suicide in insurance cases under Illinois law. W. J. Brown. Nat Underw (Life ed) 43:10 O 13 '39

Presumption of death; digest of recent cases. J. S. Regan. Spectator (Life ed) 142:16-17 Ja 5 '39

Search and inquiry promptly instituted and diligently prosecuted held necessary to create presumption of death in disappearance cases. Weekly Underw 141:45 JI 1 '39

Simultaneous death settlement form is suggested. L. B. Rymph. Nat Underw (Life ed) 43:2 Mr 24 '39

Texas Supreme court finds bank had no authority to surrender policy held as collateral. Nat Underw (Life ed) 43:24 JI 21 '39

True or false in an insurance application; digest of recent cases. J. S. Regan. Spectator (Life ed) 141:16-17 N 10 '38

Utilizing the reserve on lapsed policies; digest of recent cases. J. S. Regan. Spectator (Life ed) 142:12-13 Je 22 '39

Widow's right in duplicate policy issue in N.Y. suit. Nat Underw (Life ed) 43:22 S 29 '39

Advertising

Advertising award winners of Southern round table. East Underw 40:14 My 5 '39

Annual message of life insurance; advertisements. East Underw 40:4 O 20 '39; Ins Field (Life ed) 68:8-9 O 20 '39; Nat Underw (Life ed) 43:3, 18 O 20 '39; Weekly Underw 141:845-6 O 21 '39

Awards of Life advertisers association. Nat Underw (Life ed) 43:11 O 27 '39

Direct mail; how to capitalize on company advertising. A. G. Gabriel. Ins Field (Life ed) 68:28-9 Mr 10 '39

Enclosures used with notices of premiums helps policy conservation. A. H. Reddall. East Underw 39:21 N 18 '38

Field force respects national advertising. E. M. Hunt. Weekly Underw 140:1078 My 20 '39

Fitting advertising to the periodical. C. W. Van Beynum. East Underw 39:12 N 18 '38

Graphic selling arguments; illustrations in company advertising. Weekly Underw 140: 50-3 sec 2 Ap 29 '39

High value on eye appeal; sales literature helps make sales. L. B. Hendershot. East Underw 40:16 My 12 '39

How the Times treats insurance news. C. F. Hughes. Spectator (Life ed) 142:7-9+ Mr 30 '39; Excerpts. East Underw 40:10+ Mr 24 '39; Weekly Underw 140:734 Ap 1 '39

Institute movie, Yours truly. Ed Graham. II East Underw 40:6 Ag 25 '39; Ins Field (Life ed) 68:6-7 Ag 25 '39; Nat Underw (Life ed) 43:6 Ag 25 '39; Weekly Underw 141:402-3 Ag 26 '39

Institutional method of advertising favored. E. E. Kirkpatrick. East Underw 40:8 My 19 '39

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Insurance slogans. *Ptr Ink* 185:66-6 D 22 '38
 Life advertisers association discuss public relations and the Institute of life insurance. *East Underw* 40:3, 10-11 Mr 24 '39; *Ins Field* (Life ed) 68:7-9 Mr 24 '39; *Nat Underw* (Life ed) 43:1+ Mr 24 '39; *Spectator* (Life ed) 142:6-9+ Mr 30 '39
 Life advertisers association exhibit awards. *East Underw* 39:12 N 25 '38
 Life advertisers association 6th annual convention, Atlantic City. *East Underw* 39:1+ N 18 '38; *Ins Field* (Life ed) 67:7-9 N 18 '38; *Weekly Underw* 139:1052-3 N 19 '38
 Life advertisers association 7th annual meeting, Detroit. *East Underw* 40:7, 10-11 O 20 '39; *Ins Field* (Life ed) 68:10-12 O 20 '39; *Nat Underw* (Life ed) 43:1+ O 20 '39; *Spectator* (Life ed) 143:16-17+ O 26 '39; *Weekly Underw* 141:871-9 O 21 '39
 Life advertisers association, Southern round table, San Antonio, Texas, April 19-21. *Ins Field* (Life ed) 68:7 Ap 21; 7-10 Ap 28 '39; *Nat Underw* (Life ed) 43:2 Ap 21; 4+ Ap 28 '39
 Life insurance institutional advertising program success in Canada; operating eighteen years. *F. S. Kumpf*. *East Underw* 39:21 N 18 '38
 Massachusetts Mutual featuring direct mail. *East Underw* 39:11 D 23 '38; *Spectator* (Life ed) 141:11 D 22 '38
 Metropolitan fight on counsellors; policyholder sues to prevent radio program. *Nat Underw* (Life ed) 43:5 J1 28 '39; *Ins Field* (Life ed) 68:7-8 J1 28 '39
 Mutual life of New York using effective sales pieces in June youth campaign. *Il East Underw* 40:6 My 12 '39; *Ins Field* (Life ed) 68:26 My 26 '39
 Plea for advertising expansion. *B. C. Forbes*. *Weekly Underw* 140:633 Mr 18 '39
 Quiet please; insurance on the air. *Il Ins Field* (Life ed) 67:7-8 D 16 '38
 Readjustment income featured in John Hancock's 1939 advertisements. *East Underw* 40:14 F 17 '39
 Reasons for newspaper advertising; comparative figures. *A. V. Miller*. *East Underw* 40:12 Mr 24 '39; *Excerpts*. *Weekly Underw* 140:632 Mr 18 '39
 Sidelights on the Institute of life insurance film, Yours truly, Ed Graham. *Il Ins Field* (Life ed) 68:7 O 20 '39
 Tailored advertising for agents' needs. *S. Anderson*. *Weekly Underw* 140:169+ sec 2 My 27 '39
 This advertising does real service to public; Metropolitan Life activities help confer social benefit as well as produce business. *F. MacRobbie*. *Il Ptr Ink* 187:15-18+ Je 15 '39
 Trends in magazine advertising. *A. H. Thiemann*. *East Underw* 40:3+ My 19 '39
 What companies are featuring in magazines of national circulation. *J. H. McCarroll*. *East Underw* 40:83+ pt 2 O 6 '39

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Aetna Life's eleventh annual regional conference of eastern and southern leaders, Swampscott, Mass. *East Underw* 40:4+ S 22 '39
 Agent and public relations. *K. Ljung*. *Ins Field* (Life ed) 68:6+ F 17 '39
 Agent has \$100,000 of applications from small cases. *A. H. Thorndycraft*. *East Underw* 39:54 D 2 '38
 Agents are builders of tomorrow in world of fear and insecurity. *F. D. Russell*. *East Underw* 40:10 Ag 4 '39
 Agents' fight to conserve business praised. *H. S. Nollen*. *East Underw* 40:17 J1 14 '39
 As a young man sees it. *E. Roosevelt*. *East Underw* 40:14 O 27 '39
 Bankers National Life new selling plan; Buyer's guide to life insurance. *Spectator* (Life ed) 142:12 Mr 30 '39; *Weekly Underw* 140:681 Mr 25 '39

Be a go-giver instead of a go-getter. *V. Young*. *Ins Field* (Life ed) 68:20-1 F 23 '39; *Same*. *Ins Field* (Life ed) 68:26-7 F 24 '39
 Best producers and agencies listed by companies. *Nat Underw* (Life ed) 43:9 Ja 27; 12C F 3; 10-11 F 10; 10 Mr 10 '39
 Big sales opportunity under new security act. *E. H. Snow*. *Nat Underw* (Life ed) 43:20-1 S 15 '39
 Boston CLU hears about social security; agents' use of Act. *J. W. Daniels*. *East Underw* 40:8 N 10 '39
 California association of life underwriters annual meeting, Pasadena. *Nat Underw* (Life ed) 43:4 Je 30 '39
 Calling the life underwriter; a course of instruction discussing the methods and principles of selling insurance. *W. Cluff*. 222p \$2 Lowell press, Kansas City, Mo. '39
 Can we get along without the life insurance salesman? *B. D. Flynn*. *East Underw* 40:24 pt 2 O 6 '39
 Cases show social security can revive dead proposals. *Nat Underw* (Life ed) 43:27 O 13 '39
 Challenge; major problems that face the agent in 1939. *C. J. Zimmerman*. *Ins Field* (Life ed) 68:7 O 13 '39
 Charting a picture of the client's insurance estate is a selling aid. *A. J. Raumann*. *chart Ins Field* (Life ed) 68:22-3 Mr 3 '39
 Chicago sales congress. *East Underw* 40:10 My 5 '39; *Ins Field* (Life ed) 68:20 My 5 '39; *Weekly Underw* 140:986-7 My 6 '39
 Closing sentences. *M. Sherman*. *Ins Field* (St Louis Conv Daily ed) 68:2+ S 28 '39; *Excerpts*. *East Underw* 40:11 S 29 '39; *Nat Underw* (Life ed) Daily ed 43:13+ S 27 '39; *Spectator* (Life ed) 143:7+ S 28 '39; *Weekly Underw* 141:682 S 30 '39
 Confidence renders criticism difficult; sell plan of living. *H. J. Johnson*. *East Underw* 40:14 Ja 13 '39
 Consistency; strong case in favor of app-a-week production. *W. I. McBride*. *Ins Field* (Life ed) 68:32 F 3 '39
 Continental American Life annual meeting of the field force. *East Underw* 40:3, 18-20 Ja 27 '39; *Nat Underw* (Life ed) 43:4+ Ja 27 '39
 Contribution of life insurance through the service of the agent; abstracts. *B. J. Perry*. *Ins Field* (St Louis Conv Daily ed) 68:3+ S 29 '39; *Nat Underw* (Life ed) Daily ed 43:7+ S 29 '39; *East Underw* 40:7 S 29 '39
 Davenport sales congress. *Nat Underw* (Life ed) 43:1+ My 19 '39
 Davidson peevish big writers with statement that companies do not want them. *East Underw* 39:39 D 2 '38
 Demonstration; Kansas City agency of Northwestern Mutual puts on a skit. *B. B. Boyd*. *Ins Field* (Life ed) 68:20-1 J1 14 '39
 Detroit sales congress. *Ins Field* (Life ed) 68:32-3 Mr 24 '39; *Nat Underw* (Life ed) 43:6-7 Mr 24 '39
 Don't ask if, as which! *E. Wheeler*. *Il Ins Field* (Life ed) 67:20-1+ N 18 '38
 Drive on lump sum policies offers timely approach. *Nat Underw* (Life ed) 43:23 Ap 28 '39
 Driving it home; selling prospect who resented being rated up. *J. E. Doran*. *Ins Field* (Life ed) 67:27 D 23 '38
 Effect of misrepresentation on life contracts, and other questions in the June, 1939, C.L.U. examinations. *Weekly Underw* 141:519-21 S 9 '39
 Effect of war and social security is analyzed. *R. Boissard*. *Nat Underw* (Life ed) 43:3+ S 22 '39
 Family maintenance is chief duty of life salesmen. *R. Pirnie*. *Nat Underw* (Life ed) 43:27 S 29 '39
 Fidelity Mutual Life leaders' club annual convention, Atlantic City. *Ins Field* (Life ed) 68:14-16 S 15 '39; *East Underw* 40:3+ S 15 '39; *Nat Underw* (Life ed) 43:21+ S 15 '39
 Forged ballots looked into by New York District Attorney; gets monopoly testimony. *East Underw* 40:17 F 24 '39

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- General agents outline opportunities in selling; what the college senior can expect. F. Ellington. *Spectator* (Life ed) 142:6-7+ Ap 13 '39
- Gold book of life insurance selling. *Il East Underw* 40:13-137 pt 2 O 6 '39
- He reversed his approach and became a \$1,000,000 salesman; Clyde C. Warfield, Tyler, Tex. insurance man. *Sales Management* 45:46-7 Jl 15 '39
- Headlines; read your insurance journals. E. C. Budlong. *Ins Field* (Life ed) 68:30+ Mr 24 '39
- Here is an underwriter who sells ideas, not policies; case history. S. L. Ford. *Ins Field* (Life ed) 68:28 F 17 '39
- Hidden values of a sale; abstracts. G. G. Terriberry. *East Underw* 40:7 S 29 '39; *Ins Field* (St Louis Conv Daily ed) 68:29 S 28 '39; *Spectator* (Life ed) 143:6-7 S 28 '39; *Weekly Underw* 141:680+ S 30 '39
- How safe is your job? government life insurance foretold in book published seven years ago. L. S. Schnittman. *Weekly Underw* 141:626 S 23 '39
- How to picture insurance needs; value of sales chart. G. V. Fort. *Spectator* (Life ed) 141:33-5 sec 2 N 24 '38
- Human interest interviews with Million-dollar round table men. *Ins Field* (Life ed) 68:28-9 Ap 28; 22-3 My 6; 22-3 My 12; 30-2 My 19; 22-3 My 26; 22-3+ Je 2; 22-3+ Je 16; 22 Je 30; 22-3 Jl 7; 22-3 Jl 14; 22-3 Ag 4; 22 Ag 18; 22 S 1; 22-3 O 6; 22-3 O 13 '39
- Ideas that click; best sales idea of 1939. P. Troth. *East Underw* 40:8 Mr 31 '39
- Ideas that click; birthday card idea. P. Troth. *Il East Underw* 40:8 Ap 14 '39
- Ideas that click; five ways to close a sale. P. Troth. *East Underw* 40:12 Je 16 '39
- Ideas that click; purpose-selling. P. Troth. *East Underw* 40:14 Ja 27 '39
- Illinois association of life underwriters annual meeting, Joliet. *Ins Field* (Life ed) 68:11 My 12 '39; *Nat Underw* (Life ed) 43:9 My 12 '39
- Importance of agent in placing contracts; question of health; digest of recent cases. J. S. Regan. *Spectator* (Life ed) 142:16-17 Mr 30 '39
- Importance of the salesman; abstracts. G. F. Johnston. *Ins Field* (St Louis Conv Daily ed) 68:3+ S 29 '39; *Nat Underw* (Life ed) Daily ed 43:15+ S 27 '39; *Spectator* (Life ed) 143:10-11+ S 28 '39; *Weekly Underw* 141:680 S 30 '39
- Income sale; canned sales talk to an executive that gets results. W. S. Pratt. *Ins Field* (Life ed) 68:30-1+ F 17 '39
- Influence of C.L.U. upon public relations. J. M. Holcombe. *Weekly Underw* 141:668 S 30 '39
- Inside job; if you aren't making progress, most of the trouble is within yourself. V. Young. *Ins Field* (Life ed) 68:24-5+ F 17 '39
- Inspired salesmanship. J. L. McMillin. *Ins Field* (Life ed) 68:6 Mr 31 '39
- It's a new business. J. A. Pino. *Ins Field* (Life ed) 68:26-7+ Ap 23 '39
- Kansas state association of life underwriters, annual meeting, Hutchinson. *Nat Underw* (Life ed) 43:6 Ap 28 '39
- Leaves from sales diaries. B. R. Canfield. *Adv & Sell* 32:52, 78 F '39
- Legislation and organization; the New York state association of life underwriters. E. A. Murphy. *Ins Field* (Life ed) 68:6 Mr 10; 6 Mr 17 '39
- Life agent indispensable in keeping insurance costs at a minimum. *Nat Underw* (Life ed) 43:2+ Jl 28 '39
- Life insurance and the social security act. W. A. Porteous, jr. *Weekly Underw* 141:928-9+ O 28 '39
- Life sales through accident contacts. C. B. McClure. *Nat Underw* (Life ed) 43:32 F 10 '39
- Life underwriters association of the city of New York 53d annual meeting. *East Underw* 40:5+ Je 9 '39; *Ins Field* (Life ed) 68:19 Je 9 '39; *Weekly Underw* 140:1221 Je 10 '39
- Louisiana sales congress. *Ins Field* (Life ed) 68:20-1+ My 5 '39
- Low pressure; case history. W. C. Young. *Ins Field* (Life ed) 67:21+ D 30 '38
- Mechanics of proper approaching on the program idea; actual cases. M. Fischer. *Ins Field* (Life ed) 68:20-1 O 20 '39
- Method of time control. W. T. Earls. *Nat Underw* (Life ed) 43:32 F 10 '39
- Michigan association of life underwriters annual convention, Lansing. *East Underw* 40:15 My 19 '39; *Ins Field* (Life ed) 68:13-14 My 19 '39; *Nat Underw* (Life ed) 43:4 My 19 '39
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Unique compensation award; highway department employee, killed on way to banquet, intended to transact business there. Weekly Underw 140:349 F 11 '39

New York (state)

Bills enacted. East Underw 40:37 Je 2 '39

Law revised; insurance on executive officers of corporations. East Underw 40:56 Ap 28 '39

Major activities of 1938; Compensation insurance rating board. L. S. Senior. Weekly Underw 140:242+ Ja 28 '39; Same abr.

East Underw 40:40+ Ja 27 '39

New York hospitals agree on scale of compensation for care of injured workers. Spectator (Property ed) 4:9 Ap 6 '39

1938 compensation experience. East Underw 40:29 JI 21 '39

Paint products compensation group 1st annual meeting. New York. Nov. 3; policies in New York state insurance fund. Oil Paint & Drug Rep 134:4+ N 21 '38

Retrospective amendments of New York compensation board. East Underw 40:58 Mr 17 '39

Retrospective rating amendments become effective on July 1. East Underw 40:40 My 26 '39

Ohio

Citizens tax league of Ohio reports over 3,000 Ohio employers dodging premium payments. Ins Field (Fire ed) 68:14 O 5 '39

Commission probe is asked. Nat Underw 43:22 Ag 3 '39

Excessive fees charged in connection with the administration of the Ohio workmen's compensation law. Ins Field (Fire ed) 68:13 Ag 10 '39

Report on Ohio state insurance fund as of December 31, 1937. East Underw 40:35+ Ap 21 '39

Pennsylvania

Insurers to make refunds due to invalidation of compensation act features. Nat Underw 43:18 My 4 '39

Scrapped; Pennsylvania's liberalized compensation act of 1937. Ins Field (Fire ed) 68:16 Je 29 '39

Switzerland

Silicosis in Switzerland. F. Lang. Int Labour R 39:46-53 Ja '39

Texas

Bringing you up to date on retrospective rating. E. J. Gallagher. Ins Field (Fire ed) 68:22-3+ Mr 9 '39

Build-up toward 1941 recommendation for a state system. Ins Field (Fire ed) 68:25 O 19 '39

Urges overhauling Texas compensation. K. E. Ashburn. Nat Underw 43:21+ Ja 26 '39

United States

Liberalization of compensation laws in twenty-five years. A. H. Reede. East Underw 40:35 Ja 20 '39

INSURANCE, Yacht. See Insurance, Motor boat

INSURANCE actuaries

Charles L. Simpson; head of National Board's Actuarial bureau. E. N. Eager. East Underw 39:63+ D 2 '38

Function of insurance actuary; abstracts. L. H. Pink. Comm & Fin Chr 147:3245-6 N 26 '38; East Underw 39:34 N 25 '38

See also

Casualty actuarial society

INSURANCE advertising conference

Annual meeting, 17th, Boston, Oct. 1-3. East Underw 40:24, 48-9 O 6 '39; Ins Field (Boston Conv Daily ed) 68:1+ O 3; 3+ O 4 '39; Ins Field (Life ed) 68:7-9, 24-5 O 5 '39; Ins Field (Life ed) 68:10-12+ O 6 '39; Nat Underw 43:5+ O 5 '39; Nat Underw (Life ed) 43:5+ O 6 '39; Spectator (Property ed) 5:12+ O 5 '39; Spectator (Life ed) 143:15 O 12 '39; Weekly Underw 141:746+ O 7 '39

Conference active; has promoted good will and advanced standards of business. R. C. Dreher. Weekly Underw 140:32 Ja 7 '39

INSURANCE advertising conference—*Continued*
Meeting, New York, East Underw 40:3 My 19 '39; Ins Field (Fire ed) 68:7-8 My 18 '39; Ins Field (Life ed) 68:7-8 My 19 '39; Nat Underw 43:6+ My 18 '39; Nat Underw (Life ed) 43:3+ My 19 '39; Spectator (Property ed) 47:7 My 18 '39; Weekly Underw 140:1056+ 1076 My 20 '39

Mid-year meeting, New York, East Underw 39:1+ D 16 '38; Nat Underw (Life ed) 42:1+ D 16 '38; Weekly Underw 139:1233+ D 17 '38

INSURANCE advisers

Advice of no value, suit decided against a so-called life insurance counselor in New York city, Ins Field (Life ed) 68:15-16+ Je 28 '39

Central bureaus proposed to give advice to insured; abstracts, L. H. Pink, East Underw 40:3 Ag 11 '39; Nat Underw (Life ed) 43:6 Ag 11 '39; Weekly Underw 141:299+ Ag 12 '39

Commissioner warns self-styled experts and advisers, A. J. Rouillard, Weekly Underw 140:909+ Ap 29 '39

Consultants make extra work for home offices, Nat Underw 43:13 Jl 6 '39

Counselors' advice mostly self-interest, L. O. Kinne, East Underw 40:17 S 22 '39

Counselors and experimental forms of coverage, L. H. Pink, Nat Underw (Life ed) 43:3+ Je 23 '39

Counselors' radio slurs may hit snag; Pennsylvania decision would make stations liable for slander, Nat Underw (Life ed) 43:3 F 10 '39

Insurance advisers bill is law in Massachusetts, Nat Underw (Life ed) 43:3 Ag 4 '39

Insurance debate; life company executives against insurance counselors, Business Week 22+ O 21 '39

Kavanaugh cracks down on counsellor in quick action, Nat Underw (Life ed) 43:19 Jl 28 '39

Monopoly committee hearings, East Underw 40:1+ S 1 '39; Ins Field (Life ed) 68:7-8+ S 1 '39; Nat Underw (Life ed) 43:1, 11+ S 1 '39; Spectator (Life ed) 143:10-11 Ag 31 '39

New York legislators hear about advisers, licensing suggested, L. H. Pink, Weekly Underw 140:596 Mr 18 '39

New York Supreme court upholds Metropolitan Life in libel suit motion against radio counselors, East Underw 40:6 O 20 '39

Patience exhausted; Metropolitan Life sues broadcasting company over insurance counselors' program, Ins Field (Life ed) 68:7 My 12 '39; Nat Underw (Life ed) 43:1+ My 12 '39

Siegel air talk cited in answering to suits of Policyholders advisory council, East Underw 40:6 Mr 17 '39

Siegel implies TNEC endorses his work; only counsellor firm chosen to testify, Nat Underw (Life ed) 43:2 S 8 '39

INSURANCE agents

Agent must be salesman; no money in being an analyst, H. S. Bigelow, Nat Underw 43:29 Mr 30 '39; Same, Nat Underw (Life ed) 43:28 Mr 31 '39

Agent weakens standing by using a mutual company, H. P. North, Nat Underw 43:4 S 7 '39

Agents should meet challenge to insurance producers; defense of middleman; abstracts, W. H. Menn, East Underw 40:26 My 26 '39; Nat Underw 43:35 My 25 '39

Alabama association of insurance agents annual convention, Birmingham, May 18-19, Ins Field (Fire ed) 68:35-6 My 25 '39; Nat Underw 43:5+ My 25 '39

American enterprise part of agency plan, C. F. Liscomb, East Underw 40:26 S 8 '39

Answer to criticism that there is too high a turnover among new insurance agents, D. J. Bloxham, Ins Field (Life ed) 68:8 Mr 3 '39

Arkansas association of insurance agents annual convention, Hot Springs, May 20, Ins Field (Fire ed) 68:36-7 My 25 '39; Nat Underw 43:5+ My 25 '39

Art of getting by private secretaries, H. A. Usher, East Underw 40:36 Ja 6 '39

Associations in six states convene, Spectator (Property ed) 5:6-7 N 2 '39

Basic principles given for successful selling, F. W. Potter, Nat Underw 42:31+ N 17 '38

Blind agent conducts insurance business successfully, East Underw 40:56 Mr 17 '39

Boston insurance picture, T. Eagan, Il Spectator (Property ed) 5:14-21+ S 21 '39

Change is not contemplated in Ohio agents' setup, Nat Underw 43:9 O 26 '39

Colorado association of insurance agents annual meeting, Denver, Sept. 15-16, Ins Field (Fire ed) 68:15+ S 21 '39; Nat Underw 43:5+ S 21 '39

Common mistakes by salesmen in daily solicitation of business, E. E. McNally, East Underw 40:30 My 26 '39

Comparison of stock companies with non-stock, coupled with surveys gets business, W. R. Levy, Ins Field (Fire ed) 67:22-3 N 10 '38

Competition must be constructive to be helpful, R. H. Blanchard, Ins Field (Fire ed) 67:20-2 N 17 '38

Competition seen through the eyes of a field man, D. Perry, Nat Underw 43:4+ S 14 '39

Competitors victors if squabbles persist; what the agent wants, A. I. Wolff, East Underw 40:35 N 3 '39

Connecticut association of insurance agents annual meeting, New Haven, East Underw 39:17+, 25 N 11 '38; Ins Field (Fire ed) 67:9 N 10 '38; Nat Underw 42:5+ N 10 '38

East St. Louis institute, Nat Underw 43:3+ F 23 '39

Educational plans and qualification measures, S. O. Smith, East Underw 40:25 N 10 '39

Florida insurance agents association annual meeting, Hollywood Beach, Fla, Nat Underw 43:4 Ap 6 '39

Fred R. Lanagan of Denver, S. Welton, East Underw 40:35+ S 29 '39

Friends make sales, T. Nelson, Ins Field (Fire ed) 68:18-19 Mr 23 '39; Same, Ins Field (Life ed) 68:24-5 Mr 24 '39

Future of the agency business; should an agent encourage his son to enter his insurance agency? J. A. North, Spectator (Property ed) 5:12-13+ Jl 13 '39; Same, Weekly Underw 141:57+ Jl 8 '39; Excerpts, East Underw 40:30 Jl 14 '39; Nat Underw 43:4+ Jl 13 '39

George Bohman of Omaha heads flourishing agency, S. Welton, East Underw 40:42 F 10 '39

Georgia association of insurance agents annual meeting, Augusta, Ins Field (Fire ed) 68:37-8 My 25 '39; Nat Underw 43:5+ My 25 '39

Great prospects for agents in 1939 outlook, R. W. Sheehan, Il Spectator (Property ed) 4:10-13+ Ja 12 '39

Here's how one producer has established a record of replacing non-stock insurance, K. O. Force, Ins Field (Fire ed) 67:22-3 D 8 '38

How do you solicit your own renewals? W. R. Smith, Ins Field (Fire ed) 67:20-1 D 29 '38

How good will may be constantly builded, Weekly Underw 139:1252 D 17 '38

How's business? across-the-desk interviews with progressive local agents, Ins Field (Fire ed) 67:20-1 N 10 '38

Idaho state association of insurance agents annual convention, Sun Valley, August 25-26, Ins Field (Fire ed) 68:10 Ag 31 '39; Nat Underw 43:4+ Ag 31 '39

Illinois association of insurance agents annual meeting, Peoria, Nov. 16-17, Ins Field (Fire ed) 67:10 N 17; 12-13 N 24 '38; Nat Underw 42:3+ N 17; 19-23+ N 24 '38

Illinois association of insurance agents 40th annual convention, Springfield, Nov. 8, Ins Field (Fire ed) 68:14 N 9; 16 N 16 '39

Illinois association of insurance agents mid-year meeting, Rock Island, May 18, Ins Field (Fire ed) 68:38-9 My 25 '39; Nat Underw 43:4, 14 My 25 '39

INSURANCE agents—*Continued*

- Indiana association of insurance agents 40th annual convention, Indianapolis, Nov. 9-10. *Ins Field* (Fire ed) 68:15 N 9; 15-16 N 16 '39; *Weekly Underw* 141:1020 N 11 '39
- Inside job; if you aren't making progress, trouble is within yourself. V. Young. *Ins Field* (Fire ed) 68:20-2 F 16 '39
- Insurance agents league of Washington annual convention, Bellingham. *Ins Field* (Fire ed) 68:13 S 7 '39; *Nat Underw* 43:5+ S 7 '39
- Insurance federation of Minnesota silver anniversary, St. Paul. *East Underw* 40:37 S 22 '39; *Ins Field* (Fire ed) 68:14-15 S 21 '39; *Ins Field* (Life ed) 68:11-12 S 22 '39; *Nat Underw* 43:27+ S 21 '39; *Weekly Underw* 141:600 S 23 '39
- Insurance federation of New York state annual meeting, Binghamton, Oct. 13-14. *East Underw* 40:6, 31 O 20 '39; *Ins Field* (Fire ed) 68:13 O 19 '39; *Nat Underw* 43:27 O 19 '39; *Weekly Underw* 141:857-8 O 21 '39
- Insurance men split; Ohio agents secede from national association. *Business Week* p22-3 Mr 4 '39
- Iowa association of insurance agents, annual meeting, Des Moines. *Nat Underw* 42:6 D 8 '38
- Iowa association of insurance agents, 33d annual convention, Mason City, Sept. 6-8. *East Underw* 40:34 S 15 '39; *Ins Field* (Fire ed) 68:13-14 S 14 '39; *Nat Underw* 43:16+ S 14 '39
- Is it luck? flexible personality is most important in developing a salesman. T. Nelson. *Ins Field* (Fire ed) 68:20-1 Mr 30 '38; *Same. Ins Field* (Life ed) 68:28-9 Mr 31 '39
- J. Davis Ewell to appeal; president of Va. association has his license as agent suspended for 90 days; charged with misrepresentation. *East Underw* 40:20 Ap 38 '39; *Ins Field* (Fire ed) 68:8-9 Ap 27 '39; *Nat Underw* 43:4 Ap 27 '39
- Kansas association of insurance agents 19th annual convention, Topeka. *Ins Field* (Fire ed) 68:13 O 19; 10+ O 26 '39; *Nat Underw* 43:6+ O 19; 17-21 O 26 '39
- Kentucky association of insurance agents annual meeting, Louisville. *Ins Field* (Fire ed) 68:12-13 Je 8; 14-15, 18-19 Je 15 '39; *Nat Underw* 43:3+ Je 15 '39; *Weekly Underw* 140:1258 Je 17 '39
- Louisiana insurance society 20th annual convention, Lake Charles, April 19-21. *Ins Field* (Fire ed) 68:14-15 Ap 27 '39; *Nat Underw* 43:3+ Ap 27 '39
- Maine association of insurance agents annual meeting, Waterville. *Nat Underw* 43:5+ O 19 '39
- Maryland association of insurance agents annual meeting, Annapolis. *Ins Field* (Fire ed) 68:11 O 26 '39; *Nat Underw* 43:3+ O 26 '39
- Massachusetts association of insurance agents 40th annual meeting, Boston. *Weekly Underw* 141:736+ O 7 '39
- Meeting competition. D. Perry. *Ins Field* (Fire ed) 68:18-19+ S 21 '39
- Meeting competition; advantages of stock insurance over non-stock. *Ins Field* (Fire ed) 68:25 F 9 '39
- Meeting competition; Virginia's retail merchants association gets together with stock local agents. *Ins Field* (Fire ed) 68:22 S 7 '39
- Michigan agents much interested in separation bill. *Nat Underw* 43:33 F 16 '39
- Michigan association of insurance agents annual convention, Saginaw, Sept. 18-20. *Ins Field* (Fire ed) 68:14 S 21 '39; *Nat Underw* 43:21-3 S 21 '39
- Michigan association of insurance agents mid-year meeting, Lansing. *East Underw* 40:31+ F 24 '39; *Ins Field* (Fire ed) 68:12 F 16 '39
- Michigan association of insurance agents, Upper Peninsula meeting, July 14-15. *Ins Field* (Fire ed) 68:8-9 Jl 20 '39; *Nat Underw* 43:3+ Jl 20 '39
- Minnesota association of insurance agents annual meeting, Brainerd, Sept. 8-9. *Ins Field* (Fire ed) 68:12-13 S 14 '39; *Nat Underw* 43:5+ S 14 '39
- Minnesota association of insurance agents annual mid-year meeting, Minneapolis, March 7-8. *Ins Field* (Fire ed) 68:12-13 Mr 9 '39; *Nat Underw* 43:4+ Mr 9 '39
- Mississippi association of insurance agents annual convention, Gulfport, May 19-20. *Ins Field* (Fire ed) 68:40 My 25 '39; *Nat Underw* 43:5+ My 25 '39
- Missouri association of insurance agents annual meeting, Excelsior Springs. *Ins Field* (Fire ed) 68:12+ O 26 '39; *Nat Underw* 43:26-7+ O 26 '39
- Montana state association of insurance agents annual convention, Butte. *Nat Underw* 43:5+ S 14 '39
- More thought to sales planning will boost premium income. H. E. Taylor. *East Underw* 40:29 F 24 '39
- Mutual competition. W. Potter. *East Underw* 40:27 My 26 '39
- N.A.I.A. midyear meeting, Hollywood, Fla. *Ins Field* (Fire ed) 68:13-15+ Ap 13 '39; *Nat Underw* 43:3, 12-13 Ap 13 '39
- Nebraska association of insurance agents annual meeting, North Platte. *Ins Field* (Fire ed) 68:40-1 My 25 '39; *Nat Underw* 43:4+ My 25 '39
- New England associations of insurance agents annual meeting, Bretton Woods, N. H. *East Underw* 40:28, 30 Jl 14 '39; *Ins Field* (Fire ed) 68:9-10 Jl 13 '39; *Nat Underw* 43:3+ Jl 13 '39; *Spectator* (Property ed) 5:10-11+ Jl 13 '39; *Weekly Underw* 141:62, 64-6+, 110 Jl 8-15 '39
- New Hampshire association annual meeting, Manchester. *Ins Field* (Fire ed) 68:13 O 19 '39; *Nat Underw* 43:3+ O 12 '39
- New Jersey association of underwriters annual meeting, Asbury Park. *East Underw* 40:16+ S 8; 27, 36-9 S 15 '39; *Ins Field* (Fire ed) 68:15+ S 14 '39; *Nat Underw* 43:36 S 7 '39; *Weekly Underw* 141:497 S 9 '39
- New Mexico association of insurance agents annual convention, Albuquerque. *Nat Underw* 43:6 S 28 '39
- New York state association of local agents annual convention, Syracuse. *East Underw* 40:21, 25-7, 29-30 My 26 '39; *Ins Field* (Fire ed) 68:41-3 My 25 '39; *Nat Underw* 43:3+ My 25 '39; *Spectator* (Property ed) 4:12-13+ Je 1 '39; *Weekly Underw* 140:1103-4+, 1159+ My 27-Je 3 '39
- North Carolina association of insurance agents, annual convention, Pinehurst. *Ins Field* (Fire ed) 68:9-10 My 11 '39; *Nat Underw* 43:3+ My 11 '39
- Ohio agents quitting National association. L. C. Jones. *Nat Underw* 43:3+ F 16 '39; *Same. Ins Field* (Fire ed) 68:9-10 F 16 '39; *Same abr. Weekly Underw* 140:385+ F 18 '39
- Ohio association of insurance agents annual meeting, Dayton. *Ins Field* (Fire ed) 68:12, 26 O 19 '39; *Nat Underw* 43:21-5 O 19 '39; *Weekly Underw* 141:851, 903 O 21-28 '39
- Ohio association of insurance agents meeting, Columbus. *Ins Field* (Fire ed) 68:43-4 My 25 '39; *Nat Underw* 43:4+ My 25 '39
- Ohio charges answered regarding National association of insurance agents. W. H. Bennett. *Weekly Underw* 140:433+ F 25 '39; *Same. Ins Field* (Fire ed) 68:9-10+ F 23 '39; *Excerpts. Nat Underw* 43:3+ F 23 '39; *East Underw* 40:20 F 24 '39
- Ohio's agents position. L. C. Jones. *Ins Field* (Fire ed) 68:10 Mr 9 '39
- Oklahoma association of insurers annual convention, Tulsa, May 26. *Ins Field* (Fire ed) 68:12 Je 1 '39; *Nat Underw* 43:3+ Je 1 '39
- Old theory that agent's time is all his own untrue. C. F. Harroll. *East Underw* 40:39 Ap 7 '39
- Oregon insurance agents association annual convention, Bend, Sept. 7-8. *Ins Field* (Fire ed) 68:14+ S 14 '39; *Nat Underw* 43:5+ S 14 '39
- Pennsylvania association of insurance agents annual convention, Wernersville, Sept. 13-15. *East Underw* 40:30 S 22 '39; *Ins Field* (Fire ed) 68:13-14 S 21 '39; *Nat Underw* 43:3+ S 14; 5+ S 21 '39

INSURANCE agents—Continued

Plea for plainer language in selling. C. C. Neslen. East Underw 40:34 S 8 '39

Pointers for local agents. Published in weekly numbers of National underwriter

Producers should justify commission. S. O. Smith. Weekly Underw 141:1013+ N 11 '39

Responsibility of an agent to his client. J. C. Blackall. Weekly Underw 139:984 N 12 '38

Role of agent vital in building tomorrow's premiums. H. K. Schauflier. East Underw 40:24 Ap 21 '39

Stability of insurance increased by rate cuts and broadened coverage. East Underw 39:108+ D 2 '38

Sales calls at 1 1/2 cents a call; penny post card merchandising program. E. P. Schaefer. East Underw 40:32 pt 2 My 5 '39

Sales letter sells extended cover. F. W. Groves. Ins Field (Fire ed) 68:26 Ja 26 '39

Sell accounts; analysis service. C. Smith. II Ins Field (Fire ed) 67:18-20 D 1 '38

Sentiment in Ohio as to state body's recent secession from N.A.I.A. Nat Underw 43:23 F 23 '39

Sets him right; fire insurance man wants to develop the persuasive sales methods of the life and accident salesman. E. C. Budlong. Ins Field (Fire ed) 68:24 F 9 '39

Showmanship in selling. Z. Kaufman. Ins Field (Fire ed) 67:22-3 D 1; 24-5 D 8; 20-1 D 15; 22 D 22; 24-5 D 29 '38; 68:22-3 Ja 5; 18+ Ja 12; 24-5 Ja 19; 22-3 Ja 26; 24-5+ F 2 '39

Six state associations of agents hold meetings. Spectator (Property ed) 5:8-9 S 21 '39

Solidarity needed within the insurance ranks; abstracts. W. H. Menn. East Underw 40:22 Je 30 '39; Weekly Underw 141:9 Jl 1 '39

South Carolina association of insurance agents annual convention, Columbia, May 17-18. Ins Field (Fire ed) 68:45 My 25 '39; Nat Underw 43:5+ My 25 '39

Spark of salesmanship. T. H. Nelson. II Ins Field (Fire ed) 68:18-19 Mr 16 '39; Same. Ins Field (Life ed) 68:20-1 Mr 17 '39

Starting over at 60. H. F. Upham is building a successful agency. East Underw 40:37 F 10 '39

Stock and non-stock carriers are compared. P. Kirkpatrick. Ins Field (Fire ed) 68:24-5 Ja 5 '39

Suburban New York association of local agents annual meeting, New York, April 27. East Underw 40:19 My 5 '39; Ins Field (Fire ed) 68:29 My 4 '39

Successful producer emphasizes points in production. R. G. Hastings. Weekly Underw 140:462 F 25 '39

Successful selling. Published in weekly numbers of Insurance field (Fire and casualty edition)

Swell business; being an insurance agent is the best job in the world. V. Young. Ins Field (Fire ed) 68:20-1 Mr 9 '39

Tennessee association of insurance agents annual meeting, Nashville. Ins Field (Fire ed) 68:9+ O 26 '39; Nat Underw 43:5+ O 19; 29+ O 26 '39; Weekly Underw 141:900+ O 28 '39

Term "general agent" is distorted, says American association of insurance general agents. East Underw 39:30 N 11 '38; Nat Underw 42:17-18 N 10 '38; Weekly Underw 139:996-7 N 12 '38

Texas association of insurance agents annual meeting, Waco. Ins Field (Fire ed) 68:45-7 My 25 '39; Nat Underw 43:16+ My 25 '39

Time tears on! T. Nelson. II Ins Field (Fire ed) 68:20-1 Ap 6 '39; Same. Ins Field (Life ed) 68:26-7 Ap 7 '39

Two-fold job for local agents who believe in profit system. W. Meiss and R. W. Buglii. Weekly Underw 141:1018 N 11 '39

Underwriters "annex" fight on coast is now marking time; list of underwriters agencies now functioning in California. Nat Underw 43:5+ Ag 17 '39

Unemployed? rural agent raises pertinent question on automobile, fire, and burglary insurance. W. H. Lucas. Ins Field (Fire ed) 68:21 My 25 '39

Unique approaches. W. Potter. Nat Underw 43:5 O 26 '39

United efforts for public education urged. W. H. Bennett. East Underw 40:23 Je 9 '39; Excerpts. Weekly Underw 140:1209 Je 10 '39

Upholds stock company plan. V. Cullen. Nat Underw 42:27 N 24 '38

Utah fire and casualty insurers association annual meeting, Salt Lake City. Ins Field (Fire ed) 68:9 Ag 31 '39; Nat Underw 43:2+ Ag 31 '39

Vermont association of insurance agents annual meeting, Basin Harbor. Nat Underw 43:5 S 28 '39

Virginia association of insurance agents annual convention, Richmond. East Underw 40:28 Je 9 '39; Ins Field (Fire ed) 68:11-12 Je 1 '39; Nat Underw 43:3+ Je 1 '39

Virginia hearing in Ewell case involving assessability of mutual policies. Nat Underw 43:6 Ap 20 '39; Ins Field (Fire ed) 68:9 Ap 20 '39

West Virginia association of insurance agents annual meeting, White Sulphur Springs. Nat Underw 43:4+ Jl 13 '39; Ins Field (Fire ed) 68:11-12 Jl 13 '39

Wisconsin association of insurance agents annual meeting, Wausau. Ins Field (Fire ed) 68:10-11+ O 26 '39; Nat Underw 43:3+ O 19; 23-5+ O 26 '39

Wyoming association of insurance agents annual meeting, Rock Springs, August 25-26. Ins Field (Fire ed) 68:9-10 Ag 31 '39; Nat Underw 43:5-6 Ag 31 '39

See also

Insurance associations Insurance companies
—Branch offices

Insurance brokers
also subdivision Agents under various forms of insurance, e.g. Insurance, Automobile—Agents
also National association of insurance agents

Advertising

Ad suggestions. II Weekly Underw 139:1336-8; 140:926-8; 141:216-18, 662-4 D 31 '38, Ap 29, Jl 29, S 30 '39

Agent advertising; National fire group of Hartford. II Ins Field (Fire ed) 68:22-3 Ja 12 '39

Agents give approval to National board's advertising campaign; follow-up locally. East Underw 40:1 Mr 3 '39

Best foot forward; advertising methods. R. Jamison. Ins Field (Fire ed) 67:24-5 D 15 '38

Dramatizing usefulness of insurance via radio successfully in St Louis. East Underw 40:43 Ja 27 '39

How one life underwriter makes outdoor advertising pay. H. B. Dow. II Ins Field (Life ed) 67:28 D 23 '38

Modern merchandising methods applied to insurance. E. E. Vogt. Weekly Underw 140:73+ sec 2 My 27 '39

Put it on the air. Ins Field (Fire ed) 68:20 Jl 20 '39

Putting blotters to a new use. R. F. Patterson. II Ins Field (Life ed) 68:25 Ja 6 '39

Should I advertise; if so, how? East Underw 39:29 D 23 '38

This is the best local agency advertising idea the field has ever seen. Ins Field (Fire ed) 67:20-1 D 8 '38

Tips on using the mails; prospect file. R. W. Smiley. Ins Field (Fire ed) 68:18-19 My 18 '39; Excerpts. East Underw 40:27 My 19 '39

Write 'em a letter; promoting storekeepers' policies. G. B. Welch. Ins Field (Fire ed) 68:24-5 Jl 13 '39

Agency management

Acquiring new lines. J. B. Morgan. Ins Field (Fire ed) 68:24-5 My 4 '39

Agency management and the agent. E. S. Lott. Weekly Underw 141:661+ S 30 '39

Agency management ideas. C. G. Hallowell. East Underw 40:45 Mr 10 '39

Agency operation discussed at N.A.I.A. convention. Nat Underw 43:27+ O 12 '39

INSURANCE agents—Agency management—*Continued*

American association of insurance general agents annual convention, San Francisco, June 26-28. *Ins Field* (Fire ed) 68:8+ Je 29; 7 J1 6 '39; *Nat Underw* 43:1+ Je 29; 5+ J1 6 '39

Builder; what it takes to build a local agency. A. V. Ormond. *Ins Field* (Fire ed) 68:26-7 Mr 9 '39

Collecting by mail; three letters, used to round up insurance premiums. P. H. Little. *Ptr Ink* 189:23-4 O 6 '39

Detroit board modifies clear agency rule making it conform with that of state association. *East Underw* 40:22 Mr 3 '39

Elevate casualty general agent's stature; plea of American association of insurance general agents. *Nat Underw* 43:15-16 Ag 3 '39

For the customer; should your agency establish a motor carrier department? C. W. Davis. *Ins Field* (Fire ed) 68:18-19 Ja 19 '39

General agent qualifications in casualty and surety field. J. M. Haines. *East Underw* 40:36 Je 30 '39; Same. *Nat Underw* 43:17+ Je 29 '39; Same. *Weekly Underw* 141:5+ J1 1 '39

How one local agent is helping his collection situation by the use of two original forms. *Ins Field* (Fire ed) 68:22 S 14 '39

How to save money on inside agency operations. O. Belling. *Ins Field* (Fire ed) 68:16-18 Je 3 '39

Local agent must be geared to the times. N. B. McCulloch. *Ins Field* (Fire ed) 68:18-19 S 23 '39; Excerpts. *East Underw* 40:46 S 15 '39; *Nat Underw* 43:43 S 21 '39

Mixed agencies make New York state agents uneasy. *Weekly Underw* 140:1159+ Je 3 '39

New viewpoint on operating agency. A. M. Holtzman. *Nat Underw* 43:18+ Je 1 '39

Principles involved in enforcement of the in or out rule at a meeting of the Memphis insurance exchange; abstracts. J. D. Saint. *Ins Field* (Fire ed) 68:11 F 23 '39; *Nat Underw* 43:10 F 23 '39

70 years; story of H. H. Cleaveland agency of Rock Island, Illinois. *Ins Field* (Fire ed) 68:24-5 Ja 26 '39

Streamlining production and operation of local agencies. *Ins Field* (Fire ed) 67:22-3+ N 24 '38

Tennessee agents' in-or-out rule to be enforced. *East Underw* 40:32 F 10 '39; *Ins Field* (Fire ed) 68:9-10 F 9 '39; *Nat Underw* 43:5 F 9 '39

Accounting

Agency accounting. Mrs M. L. Black. *Ins Field* (Fire ed) 68:18-21 Ag 31 '39

Earned income method as applied to insurance general agency accounting. R. T. Dunn. *Weekly Underw* 141:127-33 J1 15 '39

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Commissions

Chicago acquisition cost control plan is now abandoned. *Nat Underw* 43:4 F 23 '39

Chicago acquisition costs. *East Underw* 40:26 Mr 24 '39; *Ins Field* (Fire ed) 68:9-10 Mr 23; 10-11 Ap 6; 14 My 4 '39; *Nat Underw* 43:5-6 Mr 23; 17+ Mr 30; 18 My 4 '39

Chicago agents and brokers confer on commission issue. *Nat Underw* 43:3+ O 26 '39

Chicago board of underwriters program and dispute over commissions. *Ins Field* (Fire ed) 68:10-11 Ja 12; 9+ Ja 19; 13-14 Ja 26 '39; *East Underw* 40:22 Ja 20 '39; *Nat Underw* 43:1+ Ja 12; 3, 24 Ja 19; 3+ Ja 26; 3, 12 F 2 '39; *Weekly Underw* 140:142 Ja 14; 180+ Ja 21 '39

Decision relied on by Palmer upheld N.J. law; case of O'Gorman & Young, inc., vs. Hartford Fire. *Nat Underw* 43:5+ O 19 '39

Distinctions in countersignature fees is advocated. W. J. Welsh. *Nat Underw* 43:35 My 25 '39

Eastern underwriters association tackles Pittsburgh issue. *Nat Underw* 43:5 My 11 '39

Erroneous impression about Palmer's stand on acquisition cost. A. I. Wolff. *Weekly Underw* 139:1248 D 17 '38

Excess commissions in Illinois. *Ins Field* (Fire ed) 67:11 N 24 '38; *East Underw* 39:22 N 25 '38; *Nat Underw* 42:3+ N 24 '38; *Weekly Underw* 139:1073+ N 26 '38

Much resentment as to letter of brokers to Chicago agents. *Nat Underw* 43:3+ F 16 '39

New acquisition cost rules for Cook county, Illinois, adopted. *East Underw* 40:31+ My 19 '39; *Ins Field* (Fire ed) 68:13 My 13 '39; *Nat Underw* 43:19+ My 18 '39

New York law revision to include no direct control over commissions. *East Underw* 40:21 Mr 10 '39

Palmer turns X-ray upon commissions. *East Underw* 40:36 Ja 6 '39

Palmer's famous cost questionnaires are now released. *Nat Underw* 42:4+, 15+ D 29 '38

Palmer's move to control Illinois commissions stirs controversy. *Nat Underw* 43:3+ O 19 '39; *Ins Field* (Fire ed) 68:9 O 19 '39; *Weekly Underw* 141:845+ O 21 '39

Plan is adopted in Arkansas. *Nat Underw* 43:2+ Ag 24 '39

Rule enforcement need in Chicago. *Nat Underw* 43:4+ F 9 '39

Schofield gets Chicagoans' slant on Eastern suggestions on casualty-surety acquisition cost. *Nat Underw* 43:15+ Ap 27; 17 Je 1 '39

Seek to modify Illinois acquisition cost questionnaires. *Nat Underw* 43:5 F 23 '39

Unreconciled; Chicago agents, brokers continue fight. *Ins Field* (Fire ed) 68:9-10 Mr 2 '39

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Supervising the supervisors. J. C. Elliott. *Nat Underw* (Life ed) 42:23 D 16 '38

Unproductive agencies cost companies large amount of money. H. A. Brown. *East Underw* 40:22 S 1 '39

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Bankers urged not to sell insurance. C. W. Fishbaugh. *Weekly Underw* 141:201+ J1 29 '39

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Agent is liable; failed to cancel. *Nat Underw* 42:33 D 1 '38

Commission agents are now exempt; social security amendment. *Nat Underw* 43:3 Ag 10 '39; *Nat Underw* (Life ed) 43:3 Ag 11 '39

Companies seek permanent injunction against Virginia resident agents law. *East Underw* 39:40+ N 18; 36+ D 9 '38; *Ins Field* (Fire ed) 67:8-9 N 17 '38; *Nat Underw* 42:21+ N 17; 19+ D 8 '38; *Weekly Underw* 139:1040, 1202 N 19; D 10 '38

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Countersignature law opinions vary. *Nat Underw* 43:13 Je 29 '39

Countersignature laws of old and new types; abstracts. A. D. Christian. *East Underw* 40:30+ S 1 '39; *Nat Underw* 43:5+ Ag 31 '39; *Weekly Underw* 141:456+ S 2 '39

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Illinois agents statute; proposed revision. *Nat Underw* (Life ed) 43:2 My 5 '39; *Nat Underw* 43:5 My 4 '39

Illinois to tighten license requirements. *Weekly Underw* 139:1277 D 24 '38

Industrial life men file Social security act amendment to exempt agents, field men. *Nat Underw* (Life ed) 43:1+ Mr 24 '39

Iowa countersignature bill signed. *Nat Underw* 43:31 Mr 30 '39

License requirements tightened in Quebec. *East Underw* 39:21 N 11 '38

Louisiana countersignature law is now attacked. *Nat Underw* 43:19-20 Mr 2 '39; *Ins Field* (Fire ed) 68:13 Mr 2 '39; *Weekly Underw* 140:510-11 Mr 4 '39

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New York department firm on written tests for agents. *E. W. Patterson. Nat Underw* (Life ed) 42:3+ N 11 '38

North Dakota licensing system. *D. W. Crabtree. Nat Underw* 43:6 O 26 '39

Ohio agents protest licensing auto club agency. *Nat Underw* 43:13 JI 20 '39

Ohio department rules on advance deposits for agents' license and other services. *Weekly Underw* 141:1016 N 11 '39

Ohio qualification blank is attracting attention. *Nat Underw* 43:6 F 9 '39

Ohio statutes. *L. U. Jeffries. Nat Underw* 43:10 O 26 '39

Relation of Security act to insurance agent; companies' memorandum at Washington hearing. *East Underw* 40:7 Mr 24 '39; *Ins Field* (Life ed) 68:7-8 Mr 17 '39; *Nat Underw* (Life ed) 43:1+ Mr 17 '39; *Weekly Underw* 140:653+ Mr 25 '39

Renewal license fee; California law interpreted. *Weekly Underw* 141:1016+ N 11 '39

Responsibilities of the life agent; digest of recent cases. *J. S. Regan. Spectator* (Life ed) 142:32-3 F 16 '39

Successful fight of agents against harmful legislation; abstracts. *W. H. Bennett. Ins Field* (Fire ed) 68:8-9 Ag 10 '39; *East Underw* 40:1+ Ag 11 '39; *Ins Field* (Life ed) 68:8-9 Ag 11 '39

Tennessee agents would copy Virginia resident agent countersignature law. *Spectator* (Property ed) 5:6 O 19 '39

Texas license bill has been revised. *Nat Underw* 43:31-2 Mr 30 '39

Training courses instead of agents' exams; New York law redrafters' proposals. *Nat Underw* (Life ed) 43:1+ Mr 10 '39

U.S. housing unit fights amendment sponsored by agents requiring insurer to be licensed by states. *Nat Underw* 43:3+ JI 27 '39

U.S. judges uphold Virginia law on countersignature. *Nat Underw* 43:15 S 7 '39; *Weekly Underw* 141:485+ S 9 '39

Virginia agents ask Bowles how to handle policies of non-resident brokers; decision upholding countersignature law. *East Underw* 40:42 S 15 '39; *Ins Field* (Fire ed) 68:8-9 S 14 '39; *Nat Underw* 43:20-1+ S 14 '39; *Weekly Underw* 141:556-7 S 16 '39

Virginia contest; license and countersignature law. *Nat Underw* 43:7 Ap 20 '39

Virginia countersignature case rehearing asked; denied. *East Underw* 40:56 O 6; 37 O 13 '39; *Weekly Underw* 141:748, 808 O 7-14 '39

Virginia resident agent law; appeal. *East Underw* 40:29+ N 10 '39; *Ins Field* (Fire ed) 68:10 N 9 '39; *Weekly Underw* 141:1030 N 11 '39

Virginia resident agent law case. *East Underw* 39:30 D 30 '38; *Nat Underw* 42:16 D 29 '38

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Production; how to get accident and health business in a multiple line office. *R. Keggley. Ins Field* (Fire ed) 68:26 F 16 '39

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Headache sedative; Ohio new licensing procedure for part-time agents. *Ins Field* (Fire ed) 68:8 Ap 13 '39

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Hidden prospects; undertakers' insurance needs. *Ins Field* (Fire ed) 67:27 N 10 '38

Modern merchandising methods applied to insurance. *E. E. Vogt. Weekly Underw* 140:73+ sec 2 My 27 '39

Originate the business; contacting young married people. *J. A. O'Brien. Ins Field* (Fire ed) 68:22 Je 29 '39

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Maintaining a weekly production record. *P. C. Campbell. Weekly Underw* 140:63-4 sec 2 Ap 29 '39

Tips on using the mails; prospect file. *R. W. Smiley. Ins Field* (Fire ed) 68:18-19 My 18 '39; *Excerpts. East Underw* 40:27 My 19 '39

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Travelers insurance company opposes center of influence agency recruiting. *East Underw* 40:1+ Ag 4 '39

See also Insurance, Life—Agents—Selection

Service

Don't say survey, say reporting form. *Ins Field* (Fire ed) 68:19+ Ja 5 '39

Honest service is best fundamental investment. *J. E. Lansing. Weekly Underw* 140:925+ Ap 29 '39

What local agents can do collectively to inform the public about local agency service. *W. Wells. Ins Field* (Fire ed) 68:16-17+ O 12 '39

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Dress it up. *Il Ins Field* (Fire ed) 68:20-1 Ja 5 '39

Dress up your window. *Ins Field* (Fire ed) 67:24-5 D 1 '38

Results; how R. D. Anderson brings in business. *Il Ins Field* (Fire ed) 68:23 Ja 19 '39

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Adoption of apprentice plan; recruiting of college graduates. *E. W. Sawyer. Nat Underw* 43:33+ My 25 '39

Education and development of new agents. *G. Bulkley. Weekly Underw* 139:1335+ D 31 '38

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Eureka-Maryland Assurance signs with industrial union. *East Underw* 40:13 Je 2 '39

Metropolitan Life group seeks to avoid rule by C.I.O.; appeal to Labor board. *Nat Underw* (Life ed) 43:6 My 5 '39; *Ins Field* (Life ed) 68:10 My 5 '39

Metropolitan Life loses appeal case on bargaining with C.I.O. *Nat Underw* (Life ed) 42:5 N 25 '38

Metropolitan Life loses C.I.O. union fight. *Nat Underw* (Life ed) 43:3 Ap 14 '39

N.Y. Appeal court hears arguments in CIO union case vs Metropolitan Life. *Nat Underw* (Life ed) 43:7 O 6 '39

Prudential's refusal to bargain is main contention. *Nat Underw* (Life ed) 42:20 D 16 '38

Sun life of America, Baltimore, signs up with agents union; first nation-wide contract. *East Underw* 40:15 My 19 '39; *Nat Underw* (Life ed) 43:9 My 26 '39

Women agents

Selling by letter; new business activities of Nolan agency. *Ins Field* (Fire ed) 68:18 JI 20 '39

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License requirements tightened in Quebec. *East Underw* 39:21 N 11 '38

Ontario

Ontario department of insurance frowns upon part-timers; renewal of licenses being reviewed closely. *East Underw* 40:25 N 10 '39

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Ontario fire and casualty insurance agents association annual convention, Toronto. East Underw 40:26+ O 27; 34 N 3 '39; Nat Underw 43:4+ O 26 '39

INSURANCE as a profession

General agents outline opportunities in selling; what the college senior can expect. F. Ellington. Spectator (Life ed) 142:6-7+ Ap 13 '39

How one woman left school for insurance job and built career. Sara Frances Jones of Chicago. East Underw 40:15 Ja 27 '39

How professions originate. J. L. Loomis. East Underw 40:3 Je 30 '39

Training college men on career basis; symposium. H. F. Gray and others. Spectator (Life ed) 142:8-13+ Ap 13 '39

Typical college senior speaks; placement officer endeavors to correct some erroneous opinions. D. F. Bracken. Spectator (Life ed) 142:7-8 Ap 13 '39

INSURANCE associations

Association of life underwriters formed at Martinsville, Va. East Underw 40:13 Ap 21 '39

Insurance post no. 1081 of American legion, New York city. J. R. Loomis and H. G. Treiss. East Underw 40:37-8 Ja 6 '39; Same. Weekly Underw 140:34+ Ja 7 '39

Insurance society of Cleveland merged with insurance board of Cleveland. Ins Field (Fire ed) 68:29 Mr 25 '39

Legislation and organization; the New York state association of life underwriters. E. A. Murphy. Ins Field (Life ed) 68:6 Mr 10; 6 Mr 17 '39

Life agency cashiers' association of New York organized. East Underw 40:4 Je 23 '39

Much good in state associations. L. E. Falls. East Underw 40:25 Mr 10 '39

National Negro insurance association annual convention, Los Angeles. Nat Underw (Life ed) 43:4+ Jl 21 '39

New organization to protect profit motive; Associated insurance agents and brokers, inc. East Underw 40:16 S 1 '39; Ins Field (Fire ed) 68:7-8 Ag 31 '39; Nat Underw 43:2 Ag 31 '39; Weekly Underw 141:590 S 23 '39

Origin of the Blue Goose. R. Bird. Nat Underw 43:6+ O 26 '39

Strong case made for agents' associations. W. H. Stewart. East Underw 40:41 Mr 10 '39

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INSURANCE brokers

Brokers discuss problems of handling small premium risks. East Underw 40:24 Je 2 '39

Buyer's relations with broker; abstracts. R. W. Morrell. East Underw 40:22 Je 2 '39; Nat Underw 43:9 My 25 '39

California court upholds surplus line brokers provisions in code. East Underw 40:24 N 10 '39; Ins Field (Fire ed) 68:11 N 9 '39

General brokers association of Metropolitan district annual meeting, New York. East Underw 40:28+ O 27 '39; Weekly Underw 141:908 O 28 '39

Helms and Sloan a good team. East Underw 40:33 N 10 '39

Jimmy Roosevelt wins first round with Cronin. Nat Underw 42:5 D 1 '38; Weekly Underw 139:1118 D 3 '38

Julian Lucas's 50th insurance year. C. Axman. East Underw 40:21 Ap 7 '39

Lawyers send Pink brief on arbitration; New York Exchange members may consider committee action on agents and brokers. Weekly Underw 140:1154 Je 3 '39

Membership in associations held valuable step for all brokers. East Underw 40:27 O 20 '39

New psychology; brokers more alert to measuring of values in terms of ultimate service to their clients. E. I. White. East Underw 40:28 F 24 '39

New York exchange memorandum on unfair competition decision. East Underw 39:85 D 2 '38

1939-40 committees; Insurance brokers association of New York. East Underw 40:22 Ag 11 '39

No dull seasons for H. R. Adelmann; sales methods of young insurance broker. East Underw 40:30 Ag 11 '39

S. R. Feller to receive general brokers' award. Weekly Underw 141:848+ O 21 '39

W. J. Mossenthal pioneer in sponsoring professionalization for insurance brokers. East Underw 39:103 D 2 '38

What about the middleman? broker uses recent rate reductions to induce new business. M. L. Lane. East Underw 40:31 pt 2 My 5 '39

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Commissions

Brokers' forum on problem of return commissions by producers. East Underw 40:26 Ap 28 '39

Commission scale cuts are deplored. C. L. Despard. East Underw 40:18 Ap 28 '39; Excerpts. Weekly Underw 140:912+ Ap 29 '39

INSURANCE brokers association of New York Annual meeting, New York, April 25. East Underw 40:18 Ap 28 '39; Nat Underw 43:5 Ap 27 '39; Weekly Underw 140:912+ Ap 29 '39

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California status uncertain; Commissioner Rex B. Goodcell. Ins Field (Fire ed) 68:11-12 Ap 6 '39

California's new insurance commissioner; Judge Anthony J. Caminetti. Nat Underw 43:5 Je 29 '39; Nat Underw (Life ed) 43:4 Je 30 '39

Colorado Commissioner Cochrane quits; Civil service commission takes action. Nat Underw 43:3+ Mr 16; 5 Mr 30 '39; Nat Underw (Life ed) 43:1+ Mr 17; 5 Mr 31 '39; Ins Field (Fire ed) 68:9 Mr 30 '39; Ins Field (Life ed) 68:9-10 Mr 31 '39

Colorado commissioner, Luke J. Kavanaugh. Nat Underw 43:3 Ap 20 '39; Nat Underw (Life ed) 43:1+ Ap 21 '39

Colorado's Jackson Cochrane attacked. Ins Field (Fire ed) 68:15 Ja 26 '39

Frank N. Julian of Alabama. S. Welton. por East Underw 40:26 S 22 '39

G. A. S. Robertson of Missouri; sketch. East Underw 40:18 Ja 6 '39; por Ins Field (Life ed) 68:7 Ja 6 '39; Nat Underw 43:4 Ja 5 '39

Goodcell removed as commissioner in California. Nat Underw 43:1+ Je 22 '39; Nat Underw (Life ed) 43:1+ Je 23 '39

Iowa choice; Charles R. Fischer. Ins Field (Life ed) 68:10 F 17 '39; Nat Underw 43:4+ F 16 '39; Nat Underw (Life ed) 43:3 F 17 '39; Weekly Underw 140:380 F 18 '39

Maryland; John B. Gontrum. Ins Field (Fire ed) 68:9 My 18 '39

Michigan chooses Colonel John Garfield Emery. Ins Field (Fire ed) 68:9-10 Mr 30 '39; Ins Field (Life ed) 68:10 Mr 31 '39; East Underw 40:6 Ap 7 '39; Nat Underw (Life ed) 43:1 Mr 31 '39; Nat Underw 43:4 Mr 30 '39

Missouri choice; Ray B. Lucas. Ins Field (Life ed) 68:11 Ja 13 '39; East Underw 40:20 Ja 13 '39; Nat Underw 43:1 Ja 12 '39

N.Y. department at normal again; review of three and a half years of Louis H. Pink's administration. C. Axman. East Underw 40:3+ Ja 6 '39

Ohio choice; John A. Lloyd. Ins Field (Life ed) 68:12 Ja 20 '39; Nat Underw 43:3+ Ja 19 '39

Pennsylvania; Matthew H. Taggart to be insurance commissioner. Ins Field (Life ed) 68:10 Ja 13 '39; Nat Underw (Life ed) 43:6 Ja 13 '39

Reminiscences of departmental supervisors and supervisions. F. N. Julian. Weekly Underw 140:55+ sec 2 My 27 '39

Texas new life insurance commissioner; Walter Woodward. por Nat Underw (Life ed) 43:6 Mr 17 '39

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Wisconsin's new commissioner; Morvin Duel. *Ins Field* (Fire ed) 68:8 S 28 '39; *Ins Field* (Life ed) 68:10 S 22 '39; *Nat Underw* 43:6 S 28 '39; *Nat Underw* (Life ed) 43:2 S 22 '39

Wyoming commissioner; Alex MacDonald selected. *Nat Underw* (Life ed) 43:12C F 3 '39

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Brief review of events occurring in 1938; official changes, new companies, etc. *Weekly Underw* 140:13-22 Ja 7 '39

Contributions of insurance to recovery. L. E. Falls. *Weekly Underw* 140:957+ My 6 '39; Excerpts. *East Underw* 40:14+ My 6 '39; *Ins Field* (Fire ed) 68:10 My 4 '39; *Nat Underw* 43:3+ My 4 '39

Federal hardware and implement mutual group to dissolve. *Nat Underw* 43:1 Ag 10 '39

Millers National acquires Illinois of Peoria. *Nat Underw* 43:3+ S 21 '39; *Weekly Underw* 141:715 O 7 '39

Millers National opens Pacific Coast office. *Weekly Underw* 139:1239 D 17 '38

North British & Mercantile is celebrating 130th year of its founding. *Ins Field* (Fire ed) 68:10 Ja 6 '39; *East Underw* 39:22 D 30 '38; *Spectator* (Property ed) 4:14 Ja 12 '39; *Weekly Underw* 140:24 Ja 7 '39

Pearl group affiliate capital up \$2,000,000; Eureka-Security of Cincinnati. *East Underw* 141:714 O 7 '39

Pennsylvania Indemnity bought by Ohio casualty co. *Spectator* (Property ed) 5:25 Ag 24 '39

Pennsylvania indemnity corp. now owned by Ohio Casualty. *East Underw* 40:31 Ag 4 '39; *Ins Field* (Fire ed) 68:14 Ag 3 '39; *Nat Underw* 43:15 Ag 3 '39; *Weekly Underw* 141:262 Ag 5 '39

Pioneers of insurance; list of fire companies organized eighty years or more ago and still doing business. *Weekly Underw* 140:1108 My 27 '39

Protection sums up stock company superiority. L. C. Lockwood, jr. *Ins Field* (Fire ed) 68:24 Mr 23 '39

Springfield Fire & Marine applied for a charter for the New England casualty insurance co. *Ins Field* (Fire ed) 68:10 S 28 '39; *Nat Underw* 43:17 S 28; 19+ O 5 '39

Standard accident of Detroit, pioneer underwriting organization, celebrates 55th year of service. *Weekly Underw* 140:1218 Je 10 '39

Stockholders soon to act on Russia proposals; change of name. *Nat Underw* 43:8 F 16 '39; *Weekly Underw* 140:340 F 11 '39

Zurich forms new casualty affiliate; General indemnity and casualty co. of America. *Spectator* (Property ed) 4:28 Je 15 '39; *East Underw* 40:32 Je 9 '39; *Nat Underw* 43:17 Je 8 '39

Zurich's new company given another name; American guarantee and liability insurance company. *East Underw* 40:29 Ag 11 '39; *Ins Field* (Fire ed) 68:11 Ag 10 '39; *Nat Underw* 43:16 Ag 10 '39; *Spectator* (Property ed) 5:9 Ag 10 '39; *Weekly Underw* 141:305 Ag 12 '39

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Some company problems of today in composite management. J. D. Simpson. *East Underw* 40:24+ Mr 17; 28 Mr 24 '39

Advertising

Did advertising help during the depression? C. A. Palmer. *Weekly Underw* 140:69+ sec 2 My 27 '39

Direct mail plays large part in Monarch Life's conservation program. *East Underw* 40:50 My 26 '39

Drama on the air; American life and accident, St Louis, radio skits. *Ins Field* (Life ed) 68:36 F 10 '39

Home of New York's famous American homes advertisements widely commended. *East Underw* 40:23 Je 16 '39

Maryland Casualty ad illustration wins first prize in 1939 exhibition. *Il East Underw* 40:42 S 22 '39

National Surety's advertising. *East Underw* 40:39 S 22 '39

New motion picture, "Aetna on guard," now being shown at World's fair. *Weekly Underw* 140:1217 Je 10 '39

New way of buying insurance; Hartford Fire and the Hartford Accident & Indemnity national campaign. *Il East Underw* 39:106 D 2 '38; *Ins Field* (Fire ed) 67:27 D 1 '38; *Weekly Underw* 139:1206 D 10 '38

New way to buy insurance is proved more effective than new way to sell; Hartford fire insurance company and Hartford accident and indemnity company. F. C. Russell. *Il Ptr Ink* 188:13-16 Ag 4 '39

Novel display for Guarantee Mutual in home-office window. *Il Ins Field* (Life ed) 68:32 F 24 '39

Pre-tested mail campaign; Central manufacturers' mutual insurance company, Van Wert, Ohio. *Il Ptr Ink* Mo 38:15 Mr '39

Prudential starts to broadcast; programs of other companies. *East Underw* 40:14+ My 12 '39

Role of agent vital in building tomorrow's premiums. H. K. Schaffler. *East Underw* 40:24 Ap 21 '39

Stock company joint advertising. C. W. Van Beynum. *East Underw* 39:99 D 2 '38

Trade journal advertising pays, analysis shows. J. W. Mason. *East Underw* 40:36 S 29 '39

Travelers calendar in 1940 to feature Currier and Ives prints. *Il East Underw* 40:47-8 S 29 '39

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Branch offices

N.A.I.A. executives asked to poll members on branch office stand. *Ins Field* (Fire ed) 68:7 J1 20 '39

Observations on operations of branch or so-called service offices. A. Dodge. *Ins Field* (Fire ed) 68:7 Mr 2 '39

Underwriters' annex is an issue on Pacific coast. *Nat Underw* 43:7 O 12 '39

Costs

Cost of life insurance. L. S. McCombs. *Spectator* (Life ed) 142:13-21+ J1 6 '39

Palmer's famous cost questionnaires are now released. *Nat Underw* 42:4+ D 29 '38

Production and conservation cost of a unit of life insurance until it becomes self-supporting. G. A. Adsit. *Weekly Underw* 140:573-8 Mr 11 '39; Same cond. *Spectator* (Life ed) 142:6-9 Mr 16 '39

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Directories

Directory of mutual companies in the United States; fire and casualty insurance. 132p pa 50c American mutual alliance, 919 N. Michigan av, Chicago '38

Employees

British companies' plans to protect the employees during war. *Nat Underw* 43:1 Ag 31 '39

Entire class of second lieutenants in U.S. quartermaster reserve are Metropolitan Life men. *East Underw* 40:9 Mr 31; 7 Ap 14 '39

Insurance office girl's sales tips. D. Reynolds. *Ins Field* (Fire ed) 67:26 D 29 '38

John Hancock has retirement plan for company's employees. *East Underw* 40:14 F 17 '39

Office employees trained to sell additional lines. M. Fincher. *Nat Underw* 43:27 J1 13 '39

Problems of the insurance office woman. D. Reynolds. *Ins Field* (Fire ed) 67:24-5 N 10 '38

Some company problems of today in composite management. J. D. Simpson. *East Underw* 40:23 Mr 31 '39

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Wage-hour bogey pinches companies compiling reports. Nat Underw (Life ed) 43:2 Ja 27 '39

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Commissioners end Des Moines plan for zone examinations. East Underw 40:1+ F 10 '39; Ins Field (Fire ed) 68:10-11 F 9 '39; Ins Field (Life ed) 68:9 F 10 '39; Nat Underw 43:3+ F 9 '39; Nat Underw (Life ed) 43:1+ F 10 '39; Weekly Underw 140:333+ F 11 '39
Compromise plan on examinations. L. H. Pink. East Underw 40:18 Je 9 '39; Same. Weekly Underw 140:1201+ Je 10 '39; Excerpts. Ins Field (Fire ed) 68:7-8 Je 8 '39; Ins Field (Life ed) 68:9 Je 9 '39; Nat Underw 43:3+ Je 8 '39; Nat Underw (Life ed) 43:3+ Je 9 '39
Convention examinations. L. H. Pink. Spectator (Property ed) 4:10-14+ D 15 '38
Defense of convention examination; abstracts. R. E. Goodcell. Ins Field (Fire ed) 68:12 F 23 '39; Ins Field (Life ed) 68:9-10 F 24 '39; Nat Underw 43:4 F 23 '39; Nat Underw (Life ed) 43:3 F 24 '39
Examination charges. J. B. Gontrom. Weekly Underw 141:8+ J1 1 '39
Examination issue is chief topic with the commissioners. Nat Underw 43:1+ Je 22 '39; Nat Underw (Life ed) 43:3+ Je 23 '39; Ins Field (Fire ed) 68:9+ Je 29 '39
Examinations conference of Commissioners scheduled in Chicago; letter from Smrha to Pink. East Underw 40:24 F 3 '39; Nat Underw 43:3+ F 2 '39; Nat Underw (Life ed) 43:6 F 3 '39
Four zone plan is suggested. J. B. Moor. Nat Underw 43:5 F 23 '39; Same. Nat Underw (Life ed) 43:3 F 24 '39
Idea of "rump" convention is advanced in the East. Nat Underw 43:5 J1 13; 5+ J1 20 '39; Nat Underw (Life ed) 43:1 J1 14; 1 J1 21 '39
Plan for change in examination setup; high fees criticized. E. B. Sims. Nat Underw 43:3+ Je 15 '39; Same cond. Nat Underw (Life ed) 43:1+ Je 16 '39
Serenity prevails in commissioners ranks on zone examinations. East Underw 39:1+ D 9 '38; Nat Underw (Life ed) 42:1 D 9 '38
State examinations. J. G. Read. East Underw 40:18 Je 23 '39
Study of company examinations. L. H. Pink. East Underw 39:20 N 25 '38; Same. Weekly Underw 139:1073+ N 26 '38

Failures

Lessons learned from insurance liquidations in New York state. L. H. Pink. Weekly Underw 140:11+ sec 2 My 27 '39

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—Receiverships

Farm problem

Life companies lose interest in AAA program; soil conservation benefits now limited to \$10,000 to single landholders. Nat Underw (Life ed) 43:4 Ja 20 '39

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| Case hardening | ing |
| Cast iron | Iron works |
| Foundry practice | Pig iron |
| Galvanizing | Sintering |
| Iron—Sulfur content | Slag |
| Iron alloys | Steel metallurgy |
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| Fuel | Liquefied petroleum gas |
| Automotive fuel | Motor bus engines— |
| Benzol (commercial benzene) | Fuel |
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| Films | Viscosity |
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Terminology

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Enamel and enameling	Plating
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Cutting machines	Milling cutters
Cutting tools	Oxycetylene cutting
Drilling and boring	Pipe cutting
(metal working, etc.)	Saws, Metal working
	Screw machines
Gear cutting	Shears (machines)
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Automobiles	Motor trucks in freight service
Delivery of goods	Motor vehicles
Electric trucks	Refrigeration on cars, trucks, etc.
Exhibits, Traveling	Tank trucks
Motor truck drivers	Tractors
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Annual meeting, 3d, Washington, D.C. Nat Underw 43:1+ Je 29 '39; Weekly Underw 140:1322; 141:28-9 Je 24-Jl 1 '39

NATIONAL association of independent tire dealers

Annual meeting, New Orleans, Oct. 10-12. Rubber Age 44:96 N '38

NATIONAL association of insecticide and disinfectant manufacturers

Annual meeting, 25th, New York, Dec. 5-6. Oil Paint & Drug Rep 134:5, 34+ D 12 '38
 June meeting. J. E. Lounsbury, jr. Chem Ind 45:53-4 Jl '39

Mid-year meeting, 26th, New York, June 5-6. Oil Paint & Drug Rep 135:3+ Je 12 '39

NATIONAL association of insurance agents

Annual convention, 44th, Boston, Oct. 3-5. East Underw 40:1, 25-47, 50 O 6 '39; Ins Field (Boston Conv Daily ed) 68:1-31 O 3; 1-31 O 4; 1-31 O 5 '39; Nat Underw 43:3+, 6+, 8 O 5; 1+ O 12 '39; Nat Underw Conv no 43:5-36 O 6 '39; Weekly Underw 141:716+, 800-1 O 7-14 '39; Spectator (Property ed) 5:10-11+ O 19 '39

Executive committee meeting, New York. Ins Field (Fire ed) 68:9-11 Ja 26 '39; Nat Underw 43:3+ Ja 26 '39; Weekly Underw 140:229+ Ja 28 '39

Meeting of executive officers, New York. Ins Field (Fire ed) 68:7 Jl 20 '39; Nat Underw 43:3+ Jl 20 '39

Mid-year meeting, Hollywood Beach, Fla. East Underw 40:20, 32 Ap 7 '39; Ins Field (Fire ed) 68:16-17+, 30 Ap 6; 13-15+ Ap 13 '39; Nat Underw 43:3+, 5+ Ap 6; 3, 12-13 Ap 13 '39

National solidarity; abstracts. W. H. Menn. East Underw 40:22 Ap 7 '39; Ins Field (Fire ed) 68:9-10 Ap 6 '39; Nat Underw 43:3+ Ap 6 '39; Weekly Underw 140:758+ Ap 8 '39

Ohio agents quitting National association, L. C. Jones. Nat Underw 43:3+ F 16 '39; Same. Ins Field (Fire ed) 68:9-10 F 16 '39; Same abr. Weekly Underw 140:385+ F 18 '39

Proposed constitutional changes. East Underw 40:30 Ja 27 '39; Ins Field (Fire ed) 68:15 Ja 28 '39

Quickens stride to 1939. W. H. Menn. Weekly Underw 140:44 Ja 7 '39

Standing and special committees. East Underw 39:91 D 2 '38

NATIONAL association of insurance commissioners

Adjourned annual meeting, Des Moines. East Underw 39:3 D 9 '38; Ins Field (Life ed) 67:7-9 D 9 '38; Nat Underw (Life ed) 42:1+ D 9 '38; Weekly Underw 139:1185, 1193-5 D 10 '38

Annual convention, 70th, San Francisco. Ins Field (Life ed) 68:7-8 Je 23; 7-8+ Je 30 '39; Ins Field (Fire ed) 68:7-9 Je 22; 7-8+ Je 29 '39; Nat Underw 43:1+ Je 22; 1+ Je 29 '39; Nat Underw (Life ed) 43:3+ Je 23; 1+ Je 30 '39; Spectator (Life ed) 142:8 Jl 6 '39; Weekly Underw 140:1301, 1309-11; 141:6 Je 24-Jl 1 '39

Committee assignments. Nat Underw (Life ed) 43:8 O 6 '39

Committee on blanks and some personalities who serve on it. East Underw 39:41 D 2 '38

Observations on the commissioners meeting. C. M. Cartwright. Nat Underw (Life ed) 42:2+ D 16 '38

NATIONAL association of life underwriters

Annual convention, 50th, St. Louis, Sept. 25-29. East Underw 40:3-17 S 29; 14-15, 19 O 6 '39; Ins Field (Life ed) 68:7-8 O 6 '39; Ins Field (St. Louis Conv Daily ed) 68:1-31 S 27; 1-31 S 28; 1-31 S 29 '39; Nat Underw (Life ed) Daily ed 43:5-52 S 27; 5-48 S 28; 5-42 S 29 '39; Spectator (Life ed) 143:13+ S 28 '39; Weekly Underw 141:666-88 S 30 '39

Committees, 1939-40. East Underw 40:19 N 3 '39; Ins Field (Life ed) 68:7-8 N 10 '39; Weekly Underw 141:996 N 4 '39

Fiftieth year. M. L. Hoffman. Weekly Underw 140:81+ sec 2 My 27 '39

How and why association started. R. B. Hull. East Underw 40:76 pt 2 O 6 '39

Mid-year meeting of National council, Louisville. East Underw 40:3-4 Ap 7 '39; Ins Field (Life ed) 68:7-9 Ap 7 '39; Nat Underw (Life ed) 43:1-4 Ap 7 '39; Weekly Underw 140:784 Ap 8 '39; Spectator (Life ed) 142:15 Ap 13 '39

Objectives for 1940. C. J. Zimmerman. Nat Underw (Life ed) 43:3+ O 20 '39; Same. Weekly Underw 141:845+ O 21 '39

NATIONAL association of manufacturers

Annual meeting, 43d, New York, Dec. 7-9. Comm & Fin Chr 147:3549-50, 3701-2 D 10-17 '38; Am Mach 82:1112e-1112f D 14 '38; Oil Paint & Drug Rep 134:3+ D 12 '38; Steel 103:15-17 D 12 '38

Committees on policies named. Oil Paint & Drug Rep 135:3+ Mr 6 '39

Making America click; excerpts from N.A.M. addresses. Factory Management 97:59-62 Ja '39

Peace is objective of American industry, says President Howard Coonley. Comm & Fin Chr 149:1846 S 23 '39

Plans careful fight with the slogan, Making America click. Business Week p 15-16 D 10 '38

Recovery plan. Comm & Fin Chr 148:2676 My 6 '39

We're ready to talk it over; 1939 platform on industry-government issues. Business Week p20 D 17 '38

NATIONAL association of master plumbers

Annual meeting, 57th, Minneapolis, June 5-8. Dom Eng 154:47-50 JI '39

Directors and committee chairmen; portraits. Dom Eng 154:40-1+ Ag '39

Women's auxiliary

What is an auxiliary. Dom Eng 154:76-7+ O '39

NATIONAL association of motor bus operators

Annual meeting, 13th, New York, Sept. 13. Ry Age 107:417 S 16 '39; Bus Transportation 18:494-9 O '39

NAMBO goes to battle; I. Bowen presents views before House Interstate and foreign commerce committee in opposition to railroad bills; P. M. Smith analyses report of the Committee-of-six. Bus Transportation 18:175-7 Ap '39

Twelfth annual meeting, Chicago, September 21-23, 1938. 159p The Assn, 831 Tower bldg. Washington, D.C. '38

NATIONAL association of mutual savings banks

Economic conference, New York. Comm & Fin Chr 148:2831-3, 3319-20 My 13, Je 3 '39

NATIONAL association of petroleum retailers

Annual meeting, 7th, Des Moines. Nat Pet N 31:16-17 S 20 '39

NATIONAL association of photo-lithographers

Photo-lithographers elect. Ptr Ink 189:79 O 6 '39

NATIONAL association of purchasing agents

Annual meeting, 24th, San Francisco, May 22-25. Oil Paint & Drug Rep 135:3+ My 29 '39

NATIONAL association of railroad and utilities commissioners

Annual meeting, 50th, New Orleans, Nov. 15-18. Ry Age 105:776-9 N 26 '38

Annual meeting, 51st, Seattle, Aug. 22-24. Ry Age 107:343-6 S 2 '39

What the state commissioners are thinking about; excerpts from opinions expressed at annual convention. Pub Util 22:774-83 D 8 '38

NATIONAL association of real estate boards

Annual convention, Milwaukee. Comm & Fin Chr 147:3245, 3548 N 26, D 10 '38

Annual convention, 32d, Los Angeles. Comm & Fin Chr 149:2909, 3063 N 4-11 '39

Central Atlantic regional conference, Atlantic City. Comm & Fin Chr 148:3320 Je 3 '39

NATIONAL association of retail druggists

Annual convention, 41st, St. Paul. Oil Paint & Drug Rep 136:5+ O 23 '39

NATIONAL association of securities dealers (formerly Investment bankers conference)

Application with SEC for registration under Maloney act. Comm & Fin Chr 149:489 JI 22 '39

Maloney association. Inv Banking 9:1-8 S '39

Maloney association; changes to be made in I.B.C. Inv Banking 9:6-7 N 15 '38; 2-5 Ja 15 '39

National association of securities dealers. Inv Banking 9:1 Je '39

SEC and Investment bankers conference, inc. submit plans for establishment of national association of over-the-counter dealers under Maloney act. Comm & Fin Chr 148:1738-9 Mr 25 '39

SEC grants over-the-counter organization registration as a national securities association. Comm & Fin Chr 149:962-3 Ag 12 '39

Securities dealers association; proposed revisions of the I.B.C. Inv Banking 9:8-10 F '39

Steps taken for registration as a national securities association under Maloney act. Comm & Fin Chr 148:3467 Je 10 '39

NATIONAL association of sheet metal distributors

Annual meeting, Atlantic City, Oct. 16-19. Steel 105:21-2 O 23 '39

NATIONAL association of shippers' regional advisory boards

Annual meeting, 3d, Chicago, Oct. 31-Nov. 1. Ry Age 107:764-6 N 11 '39

NATIONAL association of supervisors of state banks

Annual convention, Hot Springs, Ark. Comm & Fin Chr 147:3101-2 N 19 '38

Annual convention, Salt Lake City. Comm & Fin Chr 149:2020 S 30 '39

NATIONAL association of wool manufacturers

Annual meeting, New York, Feb. 15. Textile World 89:56 Mr '39

NATIONAL aviation corporation

Annual report. Comm & Fin Chr 148:886 F 11 '39

NATIONAL banks. See Banks and banking, National**NATIONAL better business bureau**

New consumer program. Ptr Ink 189:20 O 13 '39

NATIONAL biscuit company

Cease and desist orders. Ptr Ink 186:18 Ja 26 '39

Stocks with dependable earning power. Mag of Wall St 64:30-1 Ap 22 '39

NATIONAL bituminous coal commission

Commission nears coordination goal; Tetlow reelected chairman. Coal Age 44:88+ F '39

NATIONAL board of fire underwriters

Annual meeting, 73d, East Underw 40:19-20 Je 2 '39; Ins Field (Fire ed) 68:9-10+ My 25 '39; Nat Underw 43:3+ My 25; 5+ Je 1 '39; Spectator (Property ed) 4:10-11+ Je 1 '39; Weekly Underw 140:1105-6 My 27 '39

Committees for 1939 are announced. East Underw 40:22 Je 16 '39; Weekly Underw 140:1256+ Je 17 '39

NATIONAL bond and share corporation

Comparative income account, 1937 and 1938. Comm & Fin Chr 148:589 Ja 28 '39

- NATIONAL bondholders corporation**
Distribution. Comm & Fin Chr 148:3076 My 20 '39
- NATIONAL brands.** See Advertising, National
- NATIONAL broadcasting company**
Radio; NBC broadcasting studios, Hollywood; with views, plans, construction outline. Arch Forum 70:161-8 Mr '39
- NATIONAL bureau of casualty and surety underwriters**
Annual meeting, New York. East Underw 40:33+ My 5 '39
- NATIONAL bureau of standards.** See United States—Standards, National bureau of
- NATIONAL cancer institute**
Building completed at Bethesda, Md. Pub Health Rep 54:1877 O 20 '39
- NATIONAL cash register company**
Stocks for income today and profits tomorrow. Mag of Wall St 64:343-4 Jl 15 '39
- NATIONAL casualty company**
Financial analysis. Spectator (Property ed) 4:32-3 N 17 '38
- NATIONAL characteristics, Chinese**
Chinese are like that. C. Crow. 328p \$3 Harper '39
Chinese evergreen. V. Purcell. 287p \$3 Dutton '38
- NATIONAL cinder concrete products association**
Annual meeting, 16th, Atlantic City, July 31-Aug. 2. Concrete 47:26 S '39; Rock Prod 42:57-8 S '39
- NATIONAL city bank of New York**
Annual meeting, New York. Bankers M 138: 139 F '39
Report to stockholders. J. H. Perkins. Comm & Fin Chr 148:209-10 Ja 14 '39
- NATIONAL collection of fine arts, Washington, D.C.** See Smithsonian gallery of art
- NATIONAL concrete burial vault association**
Annual meeting, Pittsburgh, May 9-10. Rock Prod 42:67 Je '39
Concrete burial vault makers show progress. R. W. Mead. Rock Prod 42:77 Ap '39
- NATIONAL concrete masonry association**
Annual meeting, 19th, Chicago, Feb. 7-9. Concrete 47:14+ Mr '39; Rock Prod 42:67-71, 73-4 Mr '39
- NATIONAL conference on labor legislation**
Meeting, 5th, Washington, D.C. Nov. 14-16. Monthly Labor R 48:130-3 Ja '39
Receives messages from President Roosevelt and Secretary Perkins at annual convention. Comm & Fin Chr 147:3098 N 19 '38
- NATIONAL conservation bureau**
Library
How can a research library help in the vast movement of conservation of life and prevention of death? J. H. Harvey. Special Lib Assn Proc 2:92-5 '39
- NATIONAL container association**
Two paper associations indicted as trusts; Kraft paper association and National container association. Paper Tr J 109:15+ Ag 17 '39
- NATIONAL cotton council of America**
Cotton campaigners; handlers of raw product form national council to increase consumption. Business Week p30 D 3 '38
Cotton council objectives. O. F. Johnston. Textile World 89:61 Mr '39
Cotton defense; national council formed to promote wider use of cotton. Business Week p15-16 Ja 28 '39
Formed in South to promote use of cotton through increased consumption. Comm & Fin Chr 147:3249 N 26 '38
- NATIONAL cottonseed products association**
Annual convention, 43d, New Orleans, May 9-10. Oil Paint & Drug Rep 135:5+ My 15 '39
- NATIONAL council of textile industries**
Textile council hailed as forward step. G. H. Conze. Textile World 89:57 Mr '39
- Textile council makes its bow; cotton, rayon and silk. Textile World 89:56-7 Jl '39
- NATIONAL council on compensation insurance**
Annual report of general manager. W. F. Roeber. East Underw 39:97 D 2 '38
- NATIONAL crushed stone association**
Annual meeting, Cincinnati, Jan. 30-Feb. 1. Rock Prod 42:46-53, 59 Mr '39
Directors meeting, Rye, N.Y. July 20. Rock Prod 42:27-8 S '39
- NATIONAL dairy products corporation**
Statistics of capital, income, stock, earnings, etc. 1929-38. Annalist 54:309 S 7 '39
- NATIONAL discount company, limited**
Ordinary annual general meeting, London. Economist 134:150 Ja 21 '39
- NATIONAL distillers products corporation**
Brass tacks for the investor; comparative studies. Barron's 18:20 D 19 '38
Debentures sold. Comm & Fin Chr 148:1814 Mr 25 '39
To issue \$2,500,000 debentures; consolidated income accounts, 1935-38. Comm & Fin Chr 148:1331 Mr 4 '39
- NATIONAL district heating association**
Annual meeting, 30th, New York, June 27-30. Heat & Ven 36:49 Ag '39; Heating-Piping 11:483 Ag '39; Power 83:479 Ag '39
- NATIONAL drug trade conference**
Annual meeting, Washington. Oil Paint & Drug Rep 134:3+ N 21 '38
- NATIONAL electrical code**
Code changes under fire by electrical inspectors. Elec W 112:607 Ag 26 '39
Developments of the bare neutral proposal. A. Maxwell. Edison Elec Inst Bul 7:425-6 S '39
What the E.E.I. proposes for the code and why. Elec West 83:21 Ag '39
- NATIONAL electrical manufacturers association**
Annual meeting, Chicago. Elec W 112:1305 N 4 '39
Commerce department meets with the electrical manufacturers. Pub Util 23:619-21 My 11 '39
Electrical manufacturers cooperate in a national standardization program. C. M. Cogan. Ind Stand 10:165-7 Je '39
- NATIONAL electrical safety code**
Safety rules for the operation of electric equipment and lines. U S Nat Bur Stand Handbook H34:1-56 '38
- NATIONAL exposition of power and mechanical engineering**
Annual power show, 13th, New York, Dec. 5-10. Engineering 147:65-7, 119-23, 128, 290-2 Ja 20, F 3, Mr 10 '39
Gas-in-industry story eloquently told at Power show. Il Am Gas Assn Mo 21:32-4+ Ja '39
Many new devices at Power show. Chem & Met Eng 46:706-7; 46:45-6 D '33-Ja '39
New products, 280 exhibitors, large attendance at National power show. Il Steel 103: 21 D 12 '38
Power show, New York, Dec. 10-17. Business Week p26 D 10 '38
Power show opens with varied exhibits. Paper Tr J 107:18, 21 D 8 '38
- NATIONAL federation of sales executives**
Annual meeting, 4th, Philadelphia. Sales Management 44:22-4 Je 15 '39
Sales executives elect. Ptr Ink 187:78 Je 15 '39
- NATIONAL federation of telephone workers**
Phone union dispute; organization of Bell company employees opposes electricians' union. Business Week p29-30 Jl 29 '39
- NATIONAL federation of textiles**
Fabrics, meet consumer; consumer, meet fabrics; National federation of textiles clarifies industry's relation with consumer. I. L. Blunt. Rayon 20:11 Ja '39
- NATIONAL fertilizer association**
Annual convention, 15th, White Sulphur Springs, June 5-7. Oil Paint & Drug Rep 135:3+ Je 12 '39; Comm & Fin Chr 148: 3462-3 Je 10 '39

NATIONAL fertilizer association—Continued

Annual southern convention, 14th, Atlanta.
Oil Paint & Drug Rep 134:5+ N 21 '38
Annual southern convention, 15th, Atlanta.
Oil Paint & Drug Rep 136:5+ N 13 '39

NATIONAL fire insurance company of Hartford
Annual statements of group, 1938. Ins Field
(Fire ed) 68:15 Mr 9 '39
Company analysis. Spectator (Property ed)
5:36-8 S 21 '39

NATIONAL fire protection association
Annual convention, Chicago. East Underw 40:
20 My 12; 20 My 19 '39; Nat Underw 43:
3+ My 11 '39; Weekly Underw 140:1017 My
13 '39

NATIONAL foreign trade convention
Annual convention, 26th, New York, Oct. 9-
11. Comm & Fin Chr 149:2307-9 2453 O 14-
21 '39; Oil Paint & Drug Rep 136:3+ O 16
'39

NATIONAL foreign trade week
Celebration, New York, May 21-27. Comm &
Fin Chr 148:3159 My 27 '39
National foreign trade week, May 21-27. 11
Nation's Business 27:23 My '39

NATIONAL founders' association
Annual meeting, 42d, New York, Nov. 16-17.
Foundry 66:26+ D '38; Iron Age 142:52A-52B
N 24 '38; Steel 103:17-18 N 21 '38

NATIONAL fraternal congress of America
Annual convention, Detroit. Nat Underw
(Life ed) 43:1-2, 9-11 Ag 18; 4+ Ag 25
'39

NATIONAL gallery of art. See Smithsonian
gallery of art

NATIONAL gypsum company
Annual report. Comm & Fin Chr 148:1649-50
Mr 18 '39

Growth of National Gypsum; competitive
situation. T. M. Foristall. Barron's 19:7
Mr 20 '39

Stock offered. Comm & Fin Chr 147:3464 D
3 '38

Stocks with dynamic growth possibilities.
Mag of Wall St 63:738 Ap 8 '39

To create \$5,000,000 debenture issue. Comm
& Fin Chr 149:882 Ag 5 '39

**NATIONAL health conference, Washington,
D.C., 1938**

Proceedings, July 18-20, 1938, Washington,
D.C. 163p 35c Interdepartmental commit-
tee to coordinate health and welfare activi-
ties, Washington '38

NATIONAL housing act. See Housing laws

**NATIONAL illumination committee of Great
Britain**

Annual report for the year 1938. Light &
Lighting 32:54-5 Mr '39

NATIONAL industrial advertisers association
Annual conference, 17th, New York, Sept.
20-23. Ptr Ink 188:59-60+ S 29 '39; Sales
Management 45:67 O 1 '39; Steel 105:31 S
25 '39

NATIONAL industrial conference board
Annual meeting, 23d, New York. Comm &
Fin Chr 148:3316 Je 3 '39

Officers elected. Comm & Fin Chr 148:3322
Je 3 '39

Two major research programs. K. H. Condit.
Special Lib 30:269-71 O '39

NATIONAL industrial sand association

Annual meeting, 4th, Atlantic City, May 25-
26. Rock Prod 42:46-7+ J1 '39

NATIONAL industrial traffic league
Annual meeting, 31st, New York, Nov. 17-
18. Ry Age 105:783-5 N 26 '38

NATIONAL institute of credit. See Credit as-
sociations—Educational work

NATIONAL labor relations act. See Labor laws
and legislation—United States

NATIONAL labor relations board

Adopts new rules. Iron Age 144:64-5 J1 20 '39
American federation of labor has been favored
by NLRB, according to Columbia law re-
view. Comm & Fin Chr 147:3391 D 3 '38

Annual report to Congress. Automotive Ind
80:41 Ja 14 '39

Appropriate collective bargaining units; Na-
tional labor relations board decisions. R. A.
Nixon. Harvard Business R 17 no 3:317-25
[Ap] '39

Attitude of the American federation of labor to
the National labor relations act. Monthly
Labor R 47:1035-6 N '38

Bethlehem challenges NLRB ban on 21-year
old representation plan. Steel 105:17-18 Ag
21 '39

Court jolts unions, helps unity; sitdown strike
declared illegal by Supreme court. Business
Week p14 Mr 4 '39

Federal court orders Republic steel corp. to
rehire 5,000 strikers and pay \$7,500,000 lost
wages; appeal likely. Comm & Fin Chr
149:3056 N 11 '39

Hearings on proposed changes in National
industrial labor act. Comm & Fin Chr 148:
3453-4 Je 10 '39

Inland loses a round; court sustains Labor
board procedure in steel company's dispute
with C.I.O. Business Week p32 J1 1 '39

Intrastate utility subject to NLRB; Supreme
court upholds jurisdiction over Edison Elec-
tric. Eng N 121:719 D 8 '38

Investigation voted by House. Comm & Fin
Chr 149:496 J1 22 '39

Issues new, but altered, order against Ford
motor co. Iron Age 144:71 Ag 17 '39

Labor board checked by Supreme court; three
decisions. Oil Paint & Drug Rep 135:4+
Mr 6 '39

Labor board outlaws Bethlehem unions to
assist SWOC campaign. Iron Age 144:58F Ag
21 '39

Labor board vs. labor act. W. Green. Fortune
19:79+ F '39

National association of manufacturers asks
revision of Wagner act to end much of
NLRB's administrative discretion. Comm &
Fin Chr 148:3774 Je 24 '39

NLRB bats for the Wagner act; real objec-
tive of the big investigation is amendment
of the labor relations law. Business Week
p45-6 Ag 26 '39

National labor relations board may not abro-
gate union contracts; Consolidated Edison
co. case. Monthly Labor R 48:121-6 Ja '39

NLRB, storm center. Business Week p40 Ja
14 '39

NLRB wins Supreme court victory; tribunal
refuses to reverse order requiring reinstatement
of 147 discharged employees and pay-
ment of \$185,000 in back wages. Comm &
Fin Chr 148:1409 Mr 11 '39

National labor relations principles established
by NLRB and court decisions. D. R. Scott.
biblog Annalist 53:483-4 Ap 5 '39

New labor law test; NLRB action against
open shop employer groups in Los Angeles
is challenged. Business Week p48 O 28 '39

New Wagner tests; cases involving C.I.O.
and A.F.L. Business Week p49 O 14 '39

Number of strikes in United States more
than doubled in three years of operation of
NLRB. Comm & Fin Chr 149:2910 N 4 '39

Proposed NLRA amendments. J. L. Lewis.
Fortune 19:76, 110+ Ap '39

Record, monthly, Jan.-Sept. 1938. Business
Week p24 N 19 '38

Regional labor board's job; New York, New
Jersey and Connecticut. E. M. Herrick.
Personnel J 17:333-6 Mr '39

Reinstatements and back pay under the
NLRA. Management R 28:88 Mr '39

Report for 1935-38 shows NLRB achievements
in New York area. Comm & Fin Chr 148:
1571 Mr 18 '39

Supreme court clarifies Wagner act; Con-
solidated Edison decision. Business Week
p31-2 D 10 '38

Supreme court decisions on labor relations.
Monthly Labor R 48:872-81 Ap '39

Sweeping investigation of N.L.R.B. assured
by Congressional vote. Iron Age 144:64-5
J1 27 '39

Unions of their own choosing; an account
of the National labor relations board and
its work. R. R. Brooks. 296p bib-
log(p258-74) \$3 Yale univ. press '39; Review
by E. R. Livernash. Mech Eng 61:740-1+
O '39

NATIONAL labor relations board—Continued
United States Supreme court permits NLRB to withdraw litigation affecting Ford motor co. to allow new procedure. *Comm & Fin Chr* 148:50 Ja 7 '39

United States Supreme court to review 3 cases involving NLRB. *Comm & Fin Chr* 149:2307 O 14 '39

United States Supreme court voids NLRB order banning A. F. of L. as bargaining agent with Consolidated Edison co. of New York. *Comm & Fin Chr* 147:3542-3 D 10 '38

Wagner act settles a strike; excerpts from Fifth carpet co. testimony before Senate committee. *Il Nation's Business* 27:15-17, 68+ O '39

Worker, the foreman and the Wagner act. R. L. Greenman, 137p \$1.50 Harper '39

NATIONAL lead company

Brass tacks for the investor. *Barron's* 19:20 P 27 '39

Profits from painters, printers, plumbers and potters. H. Richmond, Jr. *Mag of Wall St* 63:198-9+ D 3 '38

Stable earnings; use of inventory control credited. A. Cottler. *Barron's* 19:7 N 13 '39

Stocks for appreciation and income. *Mag of Wall St* 63:506 F 11 '39

Titanium division

Laboratory

Research laboratory. W. W. Flechner and S. S. Cole. *Il drugs Ind & Eng Chem Anal* 11:299-302 My 16 '39

NATIONAL leper home. See Leprosy—Hospitals

NATIONAL lime association

Annual meeting, 21st, Hot Springs, June 1-2. *Rock Prod* 42:40-4 J1 '39

Re-elects officers. *Oil Paint & Drug Rep* 135:4+ Je 12 '39

NATIONAL lubricating grease institute

Annual meeting, 7th, Chicago. *Nat Pet N* 31:29 O 4; 21 O 11; R436-8+ O 18 '39

NATIONAL machine tool builders' association

Annual meeting, 38th, Cleveland, Oct. 2-3. *Am Mach* 83:876-876 O 18 '39; *Steel* 105:21-2 O 9 '39; *Mach* 46:204-5 N '39

Spring meeting, 37th, Chicago, April 24-25. *Steel* 104:34-5+ My 1 '39; *Am Mach* 83:308-308d My 3 '39; *Iron Age* 143:831-83C Ap 27 '39; *Mach* 46:648-9 My '39

NATIONAL malleable and steel castings company

Stocks for war market profits. *Mag of Wall St* 64:680 O 7 '39

NATIONAL mediation board

Annual report. *Comm & Fin Chr* 148:375 Ja 21 '39

Annual report. *Ry Age* 106:101+ Ja 7 '39

Lewis named to Mediation board. *Ry Age* 106:919 My 27 '39

NATIONAL metal congress

Congress, 21st, Chicago, Oct. 23-27. *Steel* 105:15-19, 52-5, 61-4, 66-9, 72-3 O 30 '39; *Iron Age* 144:43-7 N 2 '39

Program and list of exhibitors. *Metals & Alloys* 10:10-20 O '39

Technical program. *Iron Age* 144:130-2 O 19 '39; *Blasf F & Steel Pl* 27:1050-3 O '39; *Steel* 105:163-74 O 16 '39

NATIONAL metal exposition

Exhibitors and products; list. *Steel* 105:177-8, 180, 182 O 16 '39; *Am Mach* 83:876-876 O 18 '39

Exposition, Chicago, Oct. 23-27. *Am Mach* 83:922f-922g N 1 '39

Exposition, Chicago, Oct. 23-27. *Automotive Ind* 81:517-18+ N 15 '39

Gas goes to the National metal show. H. W. Smith, Jr. *Il Am Gas Assn Mo* 20:448-9+ D '38; Same abr. *Gas Age* 82:31-2 N 10 '38; Same cond. *Am Gas J* 149:38-9 D '38

Precision features metal show, Chicago. *Business Week* p30-1 N 4 '39

Some of the exhibits at Chicago, Oct. 23-27. *Mach* 46:194-5 N '39

NATIONAL metal trades association

Annual meeting, 41st, Chicago, May 24-25. *Iron Age* 143:76-7 My 25; 96 Je 1 '39; *Steel* 104:20 My 29 '39

NATIONAL newspaper promotion association

Annual convention, 10th, New York. *Ptr Ink* 187:61 My 4 '39

NATIONAL oil scouts association of America

Annual meeting, 16th, Houston. *Oil & Gas J* 38:24 My 25 '39

NATIONAL paint, varnish and lacquer association

Annual meeting, 51st, San Francisco, Oct. 30-Nov. 3. *Oil Paint & Drug Rep* 136:3+ N 6; 39+ N 13; 25, 36-7 N 20; 36 N 27 '39
Committees appointed for 1939. *Oil Paint & Drug Rep* 135:38 Ap 3 '39

Council for paint styling

Paint styling pamphlets approved by N.P.V.L.A. *Oil Paint & Drug Rep* 135:89 Ap 10 '39

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Iron alloys—Nickel chromium alloys
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Oil industries

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Cottonseed oil	Oil bulk stations
Farmers' cooperative oil associations	Oil companies
Fish oil	Oil fuel industry
Gasoline industry	Oils and fats
Gasoline service stations	Olive oil
Kerosene	Petroleum industry and trade
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Gasoline pipe lines

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Petroleum refining
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Petroleum refining

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| Burbot liver oil | Oil, Insulating |
| Coconut oil | Oil fuel |
| Cottonseed oil | Oleomargarine |
| Creosote | Olive oil |
| Dika butter | Peanut oil |
| Drying oils | Pecan oil |
| Emulsification | Petroleum |
| Emulsions | Pine oil |
| Essential oils | Rancidity |
| Fish oil | Eye germ oil |
| Fusel oil | Soybean oil |
| Gas and oil engines— | Sulfonated oils |
| Fuel | Tar oils |
| Gas oil | Textile oils |
| Gasoline | Tung oil |
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See also

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| Paper mills | Wood grinders |
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| Ballistics | Mechanics |
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| Chemistry, Physical | Optics |
| and theoretical | Particles |
| Compressibility | Photoelasticity |
| Diffusion | Physical instruments |
| Doppler effect | Plasticity |
| Elasticity | Pressure |
| Electricity | Quantum theory |
| Electrons | Radiation |
| Evaporation | Radioactivity |
| Expansion (heat) | Reflection (optics) |
| Fluids | Relativity (physics) |
| Free energy | Sound |
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Electric conduits	Pipe laying
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Penstocks	Plumbing
Petroleum—Well casing	Sewer pipes
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Drainage, House	Pipe fittings
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Bathrooms

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Factory management
Machine shop management
Production and sales
Coordination of
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Production specials; output diversified by adding items which utilize equipment and skill of workers; Durabilt steel locker co. E. D. Kaser. Il diagis Steel 104:53-5 Ja 9 '39

PRODUCTS, Identification of

How to identify products; use of design identification for commercial numbering of identical units, supplemented by serial numbers for large units, suggested. Ind Stand 9:279-80 N '38

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Old product with new name turns red ink to dividends for Artloom; Wilminster rugs. R. B. Horan. *il* Sales Management 45:26+ S 15 '39

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Quality of products

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See also

Electric circuit breakers—Small size

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Automobile industry and trade—Used cars

Bricks, Used
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PRODUCTS, Waste. See Waste products**PROFESSION, Choice of**

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Engineering education Library schools and training
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Architects Librarians
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See also

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Corporations—Finance	Investments
Income	Price policies

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Bonus system
Cooperation

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See also

Inventions	Social problems
Civilization	Social progress

PROGRESSIVE farmer (periodical)

53 years of fighting for southern farmers.
Sales Management 44:64 Ja 15 '39

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No more blown patterns; elimination of top
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il Sci Am 161:143 S '39

See also

Ballistics
Bombs, Aerial
Boomerangs

Manufacture

Artillery ammunition. L. H. Campbell, jr. il
Am Mach 83:325-8, 430-2, 472-5 My 17, Je
14-28 '39

Brass buttons to shell cases; Scovill manu-
facturing company. il Am Mach 83:411-16
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Manufacture of artillery ammunition. L. H.
Campbell, jr. il Iron Age 143:25-9+ Je 15;
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Producing projectiles at Frankford arsenal.
E. D. Bricker. il Mach 45:748-51 Jl '39
Steps in the manufacture of a critical item:
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Story of a shell; production line at Frankford
arsenal. J. Haydock. il Am Mach 83:943-9
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Bausch and Lomb contour measuring pro-
jector. il diag Automobile Eng 29:258-9 Jl
'39

Bellingham and Stanley portable projection
microscope. il Engineering 147:306 Mr 17 '39
Bi-colour boiler water-gauge projector. il
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Color on a huge screen; part of the Eastman
Kodak company's exhibit at the New York
world's fair. il Sci Am 160:367 Je '39

Inspection by projection. F. L. Loewen. diags
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shows up defects in screw threads and
other machined contours. J. W. King. il
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Light projection
Moving picture pro-
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PRONY, Gaspard Claire Francois Marie Riche
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Centenary. Engineering 148:83-4 Jl 21 '39

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Copy and proof; book from India by Krishna
Prasad Dar. Inland Ptr 102:61-2 D '38

Proofreading is immune to fads. E. N. Teall.
Inland Ptr 104:56-7 O '39

Proofroom. E. N. Teall. Published in monthly
numbers of Inland printer

Proofroom foreman is human. E. N. Teall.
Inland Ptr 102:60-1 F '39

Team's vocal member; copyholder or reader?
Inland Ptr 103:72 My '39

See also

Compound words
Punctuation

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No galley proofs for this year book; it's all
laid out beforehand; Britannica book of the
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Ap '39

Reproduction proofs by direct printing. O. C.
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| Radio antennas | Radio loud speakers |
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| Atoms—Disintegration | Radium |
| Beta rays | Thorium |
| Cathode rays | Transmutation (chemistry) |
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| Gamma rays | X rays |
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- Alpha rays
Photochemistry
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Railroads at work at the Fair; model railroad laid in diorama, of 7,000 sq. ft. performs in 30-minute show. *Il plan Ry Age* 106:904-6+ Mr 27 '39

Scale-model railroads. Consumers' Research Bul (Gen bul ser) 8:5-6 Ja '39

Motor tour connections

Mile-high tours of Glacier park. map Ry Age 107:674 O 28 '39

Motor transport investments

Greyhound gets N.H. bus routes; railroad must accept non-voting stock. Ry Age 106:122 Ja 14 '39

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Motor vehicle auxiliaries

Arizona overnight; train operates from Los Angeles to Tucson, with co-ordinated truck service to many points. *il map Ry Age 106:622 Ap 8 '39*

Automobiles for new uses; transportation of employees, waybills, etc. *Ry Age 106:311 F 18 '39*

Building a highway subsidiary; Gulf, Mobile & Northern co-ordinated rail, bus and truck service. *il map Ry Age 105:713-15 N 12 '38*

Bus service spans rail gaps; emergency operation of trucks and buses aid railroad damaged by hurricane and flood. H. S. Knowlton. *il maps Bus Transportation 18:70-2 F '39*

Buses replace Atlantic coast line barge at Norfolk. *il Ry Age 107:318 Ag 26 '39*

Gigantic job completed; Pacific motor trucking company hauled cement to Los Angeles metropolitan water district aqueduct. *Ry Age 107:449 S 23 '39*

Giving the passenger what he wants; Missouri Pacific finds its bus subsidiary a valuable adjunct. P. J. Neff. *Ry Age 106:230-1 F 4 '39*

How Burlington is co-ordinating rail and highway service. H. C. Murphy. *il Ry Age 106:913-14 My 27 '39*

How the Louisville & Nashville handles merchandise. *il Ry Age 106:704-5 Ap 22 '39*

Illinois Central goes to trucks; branch line problem solved by rail-highway co-ordination. *il map Ry Age 107:447-8 S 23 '39*

I.C.C. ties strings on truck permits; may divert traffic from rails, but not from other truckers. *Ry Age 105:890-1 D 17 '38*

Motor transport as railroad aid; Western railway club meeting. *Ry Age 106:165 Ja 21 '39*

Presidents discuss motor transport in annual reports; excerpts. *il Ry Age 107:143-5+ J1 22 '39*

Rail-bus service proposed by Old Colony. *map Ry Age 107:673-4 O 28 '39*

Rail-highway co-ordination brings business; Southwestern transportation company. G. W. Frink. *Ry Age 106:828-9 My 13 '39*

Railroads that have truck subsidiaries. *Business Week p18 N 4 '39*

Railroad's trucks; Illinois Central uses motor vehicles for fast delivery in southern Illinois. *il Business Week p20 J1 1 '39*

Railway motor transport marches on. C. Layng. *Ry Age 106:93-6 Ja 7 '39*

Red tape decreed for railroad trucks; I. C. C. prescribes full certificates. *Ry Age 107:232-3 Ag 19 '39*

Reducing train stops through co-ordinated service; Kansas City Southern uses trucks. *il map Ry Age 107:672-3 O 28 '39*

Rock Island organizes extensive truck lines. *il map Ry Age 105:956-7 D 31 '38*

Southern Pacific keeps tab on automotive costs. *il Ry Age 105:769 N 26 '38*

Southern Pacific trucks in Texas. *il map Ry Age 107:117-18 J1 15 '39*

Terminal interchange by truck. W. T. Childress. *Ry Age 106:378-9 My 20 '39*

Texas & Pacific operates trucks safely. *Ry Age 105:877 D 17 '38*

Train connection bus service on Monon. *Ry Age 106:388 Mr 4 '39*

Trucks give flexible operation; Missouri Pacific. *il map Ry Age 107:290-1 Ag 19 '39*

Uses auto-railer to advantage; Chicago, Attica & Southern. *il Ry Age 106:466 Mr 18 '39*

World's largest co-ordination plan; London, Midland & Scottish railroad. *Ry Age 105:816 D 3 '38*

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Freight handling—Motor trucks in

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Motor vehicle competition

Antitrust action against A.A.R.; alleged policy of refusal to co-operate with motor carriers in through-route arrangements. *Ry Age 107:670-1 O 28 '39*

Challenge to present rate-making practices; review of What price transportation? by L. F. Orr. *Ry Age 105:833-5 D 10 '38*

Government starts anti-trust suit against railroads. *Comm & Fin Chr 149:2619-20 O 28 '39*

Gypsy trucker. C. V. Terrell. *Ry Age 105:778 N 26 '38*

Illinois court ousts trucks; decides Keeshin line would violate the rights of railroads. *Business Week p17 Ja 21 '39*

In rail-truck no man's land; anti-trust case. *Business Week p18 N 4 '39*

Lack of truck regulation decried. R. J. Beamish. *Ry Age 107:343 S 2 '39*

NAMBO goes to battle; L. Bowen presents views before House Interstate and foreign commerce committee in opposition to railroad bills; P. M. Smith analyses report of the Committee-of-six. *Bus Transportation 18:175-7 Ap '39*

Railway-courtesy competition in Great Britain. W. L. Waters. *Mech Eng 61:683-4 S '39*

Rate cut to prevent spread of private trucking; cotton piece goods. *Ry Age 107:423 S 16 '39*

Road and rail transport; statement regarding the agreement between the road haulage industry and the railways. *Engineer 167:183 F 10 '39*

Towns refuse bus permit, fearing loss of railroad. *Ry Age 107:499 S 30 '39*

Transport by railway and road; discussion. *Inst Mech Eng J & Proc 141:139-42 S '39*

Transportation of foodstuffs shifts from rail to highway; comparison of 1920-1938 shipments. *Automotive Ind 80:488 Ap 15 '39*

Truckers testify on Lea bill. *Ry Age 106:312-14 F 18 '39*

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What about the gypsy trucker? harm done to railways and merchants by fly-by-night operators. *Ry Age 106:160-2 Ja 21 '39*

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Negro passengers

Jim Crow case dismissed by ICC; complaint of Negro congressman A. W. Mitchell against Chicago, Rock Island & Pacific charging discrimination. *Ry Age 105:818 D 3 '38*

Office buildings

Union Pacific air conditions its general offices. *il Ry Age 107:170-4+ J1 29 '39*

Officials

Strains of rail management reflected in recent deaths of executives. C. F. Spere. *Comm & Fin Chr 148:3153 My 27 '39*

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Passenger service

Giving the passenger what he wants; Missouri Pacific finds its bus subsidiary a valuable adjunct. P. J. Neff. *Ry Age 106:230-1 F 4 '39*

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Passenger traffic

Five and a half years of the streamliners. *il Ry Age 107:551-3 O 14 '39*

Leading the passenger progress parade; new lightweight equipment permanently in public opinion. *il map Ry Age 107:554-7 O 14 '39*

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Streamlined trains as traffic builders. Ry Age 106:647-8 Ap 15 '39

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Annuity and pension payments under Railroad retirement act, 1938. Monthly Labor R 48:1055-7 My '39

Pension board's 1937-38 report. Ry Age 106:438 Mr 11 '39

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Railroad's G-men get their men, too. N. M. Clark. Nation's Business 27:24-6+ J1 '39

Power

Is head-end train power coming back? E. M. Bill and F. L. Sahlmann. Ry Age 106:377-8 My 20 '39

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Produce terminals

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Old rails hold fill slopes; used by Southern Pacific co. to protect track and fills. il Eng N 122:770 Je 8 '39

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Increasing the rails' good will asset. F. H. McConnell. Barron's 19:9 My 8 '39

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Better rail earnings, carloadings may spur steel buying by carriers. Steel 105:15-16 Ag 14 '39

Canadian railways as buyers. E. A. Bromley. il Ry Age 106:839-40 My 13 '39

Carloading rise prods rail buying. Business Week p16-17 S 30 '39

Costly economy of storing coal; prize paper. J. W. Trent. Ry Age 107:188-9 J1 29 '39

Eighty-five railroads draw supplies from Maryland; activities of Maryland's own railroads. il map Manuf Rec 107:34-5 N '38

Eighty-two railroads buy supplies in Virginia. il Manuf Rec 108:34-5 Ag '39

First quarter railway buying. Ry Age 106:874-5 My 20 '39

\$583,282,000 for supplies in 1938. Ry Age 106:534 Mr 25 '39

How much reduced railway purchases have injured business. Ry Age 106:1015-17 Je 17 '39

Less buying by railroads in 1938. D. A. Steel. Ry Age 106:55-9 Ja 7 '39

Motives controlling the purchase of rolling stock. L. K. Silcox. Ry Age 107:248-51 Ag 12 '39

Open door policy rules New York Central purchasing. C. C. Warne. il Ry Age 105:812-14 D 3 '38

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Railroads spend \$86,000,000 a year in West Virginia. il Manuf Rec 108:30+ S '39

Railroads spend millions in North Carolina. il map Manuf Rec 108:41+ Mr '39

Railway buying for five months, 351 million dollars. Ry Age 106:973-5 Je 10 '39

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\$678,322,000 for rail supplies and equipment in 1938. map Ry Age 106:560-6+ Ap 1 '39

Six months railway buying up 103 million dollars. Ry Age 107:372-3+ S 9 '39

War fever raises prices; increases railway buying. Ry Age 107:434-5 S 23 '39

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Agreed rates mount in Britain. Ry Age 106:673 Ap 15 '39

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Challenge to present rate-making practices; review of what price transportation? by L. F. Orr. Ry Age 105:833-5 D 10 '38

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I.C.C. decides divisions cases. Ry Age 107:320-1 Ag 26 '39

I.C.C. hearing on express rates. Ry Age 105:81+ 528+ 849+ J1 9, O 8, D 10 '38

I.C.C. to sift facts on Beaver-Mahoning canal; investigation of freight rates. Ry Age 106:376+ Mr 4 '39

Lower rates may affect southern rails. A. Jansen. Barron's 18:7 D 26 '38

Monumental cost analysis job; California railroad commission study. Ry Age 107:150+ J1 22 '39

More regulation only cure for chaos. C. F. Lea. Ry Age 106:739-40 Ap 29 '39

Rail and truck men urge equal rates in Pennsylvania. Ry Age 107:155+ J1 22 '39

Raisins' rail rates; Sun-Maid growers ask stopping-in-transit privilege. Business Week p42-3 My 20 '39

Remake rail bible; simplifying freight classification book. Business Week p22 J1 29 '39

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What will the traffic bear? Ry Age 106:295, 330, 364, 406, 458, 527, 552, 606, 648, 695, 726, 764, 817, 861, 896, 954, 972, 1018, 1063; 107:4, 64, 101, 133, 169, 208, 243, 275, 305, 333, 365, 397, 431, 467, 513, 597, 613, 644, 692, 733 F 18-N 11 '39

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New autos; some take highroad and some take the railroad. Ry Age 107:661-2 O 28 '39

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Won't let roads bid for citrus; examiner says railroad rates to Baltimore should be 5.6 cents higher than water rates. Ry Age 107:319+ Ag 26 '39

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Double-barreled; railroad's rate policy. V. S. Latimer. Coal Age 44:78 Mr '39
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Rate cut to prevent spread of private trucking. Ry Age 107:423 S 16 '39

Fertilizers

Fertilizer freight increase approved. Oil Paint & Drug Rep 135:4 My 15 '39

Gasoline

Gas truckers hit rail rate cut; Kansas commission authorizes 35% reduction in tariff on petroleum products. il Business Week p20 S 2 '39
I.C.C. sees big fight in gas case; struggle for gasoline traffic. Ry Age 107:533-4 O 7 '39
ICC upholds rails on gasoline weight. Nat Pet N 31:5+ Mr 8 '39

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N.P.V.L.A. renews stand on freight classification. Oil Paint & Drug Rep 136:4+ S 25 '39
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Illinois-to-Pennsylvania movement of crude; new railroad rates. Nat Pet N 31:37 Mr 29 '39
Truck costs much higher than rail; California-Arizona oil traffic. Ry Age 107:352+ S 2 '39

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Assignment of relative values to defaulted divisional liens; probable treatment in railroad reorganizations. W. H. Moore. J Land & Pub Util Econ 15:59-67 F '39
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Few roads to use Chandler act. F. H. Van Ells. Barron's 19:18 J1 31 '39

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Senators Wheeler and Truman sponsor bill for railroad reorganization. Comm & Fin Chr 148:1731-2 Mr 25 '39

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Wheeler issues second rail report; Problem in railroad reorganization, role of life insurance companies: Missouri Pacific system. Ry Age 106:258-9 F 11 '39; Excerpts. Comm & Fin Chr 148:817-18 F 11 '39

Records

Keeping the variables variable; accounting department can give information needed to help hold expenses in line with traffic volume. E. H. Bunnell. Ry Age 107:347-9 S 2 '39

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Rock Island goes modern in material accounting. il Ry Age 106:976-84 Je 10 '39

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Safety devices and measures

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Safety can be achieved. *R. H. Smith. Ry Age 107:488-9 S 30 '39*

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Block new train plan; Exposition Flyer, from Chicago to Coast, won't be three hours faster than rivals. *Business Week p20+* Mr 25 '39
Chicago, Burlington & Quincy speeds service to Nebraska and Colorado. *Ry Age 106:926-7 My 27 '39*
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Assignment of relative values to defaulted divisional liens; probable treatment in railroad reorganizations. *W. H. Moore, J Land & Pub Util Econ 15:59-67 F '39*
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Maine Central bonds near lows. *Barron's 19:19 Jl 10 '39*

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Why railroads show diverse trends. *E. S. Adams. Barron's 18:18 N 21 '38*

Would eliminate all Rock Island equities; plan of financial reorganization. *Ry Age 107:495 S 30 '39*

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Operating fast freight trains. *Il Ry Age 106:336-8+* F 25 '39

Roads should perform freight forwarding services; I.C.C.'s decision in the freight forwarding investigation. *Ry Age 105:745-7 N 19 '38*

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Comfort comes to a railroad shop; Denver & Rio Grande western railroad; shop employees' building. *E. W. Harmer. Il Am Mach 83:559 Jl 26 '39*

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- Gas burners for the railroad shop. *diags Ry Mech Eng* 113:22-3+ Ja '39
- Handling devices at Battle Creek wheel shops. *il Ry Mech Eng* 113:242-6 Je '39
- Lehigh Valley modernizes turret lathe department. *il Ry Mech Eng* 113:114-17 Mr '39
- Missouri Pacific reorganizes Sedalia wheel shop work. *il plan Ry Mech Eng* 113:323-5 Ag '39
- New boilers effect economies on the Missouri Pacific; pulverized-coal-fired units built at North Little Rock shops. *il Ry Age* 106:331-2+ F 25 '39
- New York Central uses rolling bins in supply work. *il Ry Age* 107:710-12 N 4 '39
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- Shop tool needs emphasized by repair demand prospects. *Ry Age* 106:18 Ja 7 '39
- Trends in the development of machine tools. *Ry Mech Eng* 113:394-5 O '39

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- Faster train schedules affect signaling. *il Ry Age* 107:591-3 O 14 '39
- Importance of approach signals. *Ry Age* 107:397-8 S 16 '39
- Improved searchlight signal. *il Ry Age* 106:435 Mr 11 '39
- More signaling, greater benefits. *il Ry Age* 106:22-3 Ja 7 '39
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| Cooling of fruit and vegetables | Refrigerating plants |
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See also

Dams	Stream flow
Drainage (physical geography)	Water pollution
Flood control	Water power
Floods	Water rights
Hydraulic engineering	Water supply
Hydraulics	Watersheds
River traffic	Waterways

also names of rivers, e.g.
Columbia river Rio Grande
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Bank protection

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Tell employees by news letter; American
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Adds 44-inch blooming mill; Steel co. of
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Coil conveyors installed at the new Irvin
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Fast galvanizing; new equipment of Aetna-
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See also

Roofing, Steel
ROOMS

See also

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Inflammable liquids
Inflammable mixtures
Insurance, Auto-mo-bile—Preventive work
Insurance, Casualty—Preventive work
Ladders
Lightning arresters
Lightning protection
Motor truck drivers
National safety coun-cil
Poisons, Industrial
Railroads—Signals
Safety at sea and other headings be-ginning Safety
Street lighting
Traffic lines
Traffic regulations
Traffic signals
Workmen's compen-sation

also subdivision Safety devices and mea-sures or Safety measures under special sub-jects, e.g.

Airplanes
Automobiles
Aviation
Chemical plants

Coal mines and min-ing
Electric equipment
Electric utilities

Electricity in mining
Gases, Compressed
Machinery
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Merchandizing
Package goods
Prospect lists
Sales contests
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Advertising and salesmen	Paper industry and trade—Salesmen
Automobile industry and trade—Salesmen	Printing trade—Salesmen
Employees as salesmen	Purchasing—Treatment of salesmen
Gas companies—Salesmen	Sales contests
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	Sales management
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Agents—Training
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Drilling and boring
(earth and rocks)
Mine shafts

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Belting
Power transmission
Pulleys

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Failures
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SHEARING machines, Textile. See Textile shearing machines**SHEARS (machines)**

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See also

Sheet steel

SHEET metal

Magnesium alloys and their use in aircraft. A. W. Winston. il Metal Prog 36:237-42 S '39

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See also

Sheet iron

Sheet steel

Tin plate

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Pin hole detector. G. A. Caldwell. il diag Iron Age 143:26-8 Je 29 '39

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SHEET metal, Enameled

Factory with a porcelain enamel roof, gutters, partitions, etc.; Ferro enamel corp. il diags Sheet Metal Worker 30:25-6+ O '39

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Glass-lined chemical equipment. A. I. Andrews. flow sheet il Am Inst Chem Eng Trans 35:473-88 Ag '39; Same abr. Chem & Met Eng 46:406-10 Jl '39

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SHEET metal, Perforated

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SHEET metal handling

Classifying; power truck facilitates warehouse operations, triples storage capacity and cuts handling costs; Tin mill products corp. D. C. Lott. il Steel 104:52, 54+ Je 19 '39

Container plant; handling equipment; Heekin can co. il diag Steel 105:55+ Ag 14 '39

Doubled output, no fatigue; manufacture of milk and ice cream cans, Creamery package company. il Factory Management 97:32 N '39

Electric motor cores; unique system handles

26,000 pieces per hour; small-motor plant of Westinghouse electric & mfg. co. il Steel 104:62-3+ Ap 10; 59-60, 64+ Ap 17 '39

Method employed in unloading sheets. il Sheet Metal Worker 30:30 Je '39

Preventing scratches by changing from manual to mechanical handling of steel sheets; manufacture of food display equipment; Tyler fixture corp. E. W. Kent. il Steel 104:54+ My 1 '39

Reduced 9 handlings to 3; truck to handle 10-ft. sheets; Reliance electric & engineering co. il Factory Management 97:30-1 N '39

Retractable crane; steel sheets quickly unloaded from trucks and transferred directly to temporary storage. il diag Steel 104:52+ F 27 '39

Sheet packs; new high lift, heavy duty fork truck. il Steel 105:53+ O 2 '39

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Truck and bus frames; handling steel sheets. Parish pressed steel co. il Steel 104:48-9+ Ja 16 '39

SHEET metal houses

See also

Steel houses

SHEET metal, roofing, heating and air conditioning contractor, national association

New national association organized. Sheet Metal Worker 30:66-7 O '39

SHEET metal shops

Fabricates only stainless and monel; stainless metals, inc. il Sheet Metal Worker 30:23-4 Je '39

Gas heating boosts contractor's profits; J. N. Bearmore & co. il Sheet Metal Worker 30:48, 50+ Jl '39

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Modernistic sign erected on the shop of R. D. Quinn co. il Sheet Metal Worker 30:34 Je '39

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Auto headlamps; manufacturing operations; Guide lamp division of General motors corp. diags Steel 104:66, 68 Ap 10 '39

Barrels and drums; mechanization of barrel and drum making involves specialized handling equipment. H. C. Orr. il diag Steel 104:44, 46-7+ My 8 '39

Container plant; handling equipment; Heekin can co. il diag Steel 105:55+ Ag 14 '39

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In-line press shop; Wayne pump co. plan Steel 104:68, 70 Mr 13 '39

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Management

Production specials; output diversified by adding items which utilize equipment and skill of workers; Durabilt steel locker co. E. D. Kaser. *Il diags Steel* 104:53-5 Ja 9 '39
When you cannot afford the job. *Sheet Metal Worker* 30:38-40 Ap '39

SHEET metal trade

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See also Sheet metal, roofing, heating and air conditioning contractors national association

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SHEET metal work—Continued

Why sheet metal men enjoy advantages in ventilation; details of several installations. P. R. Jordan. *Il* diag plan Sheet Metal Worker 30:53-5+ Ja '39

See also

Air conditioning equipment	Sheet metal, Enameled
Air pipes	Sheet steel
Copperwork	Shells (metal work)
Exhaust systems	Stamping
Pipes	Tin cans
Press tools	Tin plate
Presses	Tubes
Rolling (metal work)	Ventilators
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Estimates

Comparison of estimates and comments thereon; hood and duct installation. diags Sheet Metal Worker 30:63-6 Ja '39

Estimated and actual cost of a job; small hood and duct installation. diags Sheet Metal Worker 29:21-2 D '38

Want to figure on a job? plans and specifications for hood and duct job. diags Sheet Metal Worker 29:23-4 N '38

When you cannot afford the job. Sheet Metal Worker 30:33-40 Ap '39

Pattern making

Laying out rectangular ducts and fittings. O. W. Kothe. diags plan Sheet Metal Worker 29:29-32 O; 28-31 N; 26-9 D '38; 30:61-2 Ja; 25-7 F; 29-31 Mr; 31-3 Ap; 29-30+ My; 25-6 Je; 23-4 Jl; 34-5 Ag; 33-5+ S; 27-9+ O; 31-3 N '39

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SHEET metal work, Architectural

Factory with a porcelain enamel roof, gutters, partitions, etc.; Ferro enamel corp. *Il* diags Sheet Metal Worker 30:25-6+ O '39

Metal roof painted to match shutters. *Il* Sheet Metal Worker 30:28 Ag '39

Metal roofs withstood hurricane force. *Il* Sheet Metal Worker 30:22 Mr '39

Much metal used to modernize office building; Fairbanks Morse building, Chicago; picture story. S. Ware. Metal Prog 35:264-8 Mr '39

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Star curtain made of metal at the Golden Gate international exposition. *Il* Sheet Metal Worker 30:60 F '39

Striking roof of enameled tile. *Il* Sheet Metal Worker 30:24-5 S '39

Termite shields and ridge ventilators part of material for new high school. *Il* Sheet Metal Worker 29:24 N '38

Unusual architecture of New York world's fair buildings make modern use of modern sheet metal. *Il* Sheet Metal Worker 30:42-4 Ja '39

Unusual problem in pattern development; church turret. *Il* Sheet Metal Worker 30:26-7 S '39; Discussion. J. H. Teschmacher. diags 30:34-5 N '39

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Steel houses

SHEET metal work, Artistic

Artistic metal work on a heroic scale; sculpture prepared for the 1939 Golden Gate exposition. J. Foster. *Il* Metal Prog 35:74 Ja '39

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Steel, Automobile	Tanks, Steel

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|-------------------------------|---------------------|
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| Ferryboats | Ships |
| Freight ships | Shipyards |
| Marine engines | Steam turbines, |
| Motor boats | Marine |
| Motor ships | Steamboats |
| Naval architecture | Submarine boats |
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| Propellers | Towboats |
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 Sailing vessels
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Crystallization	Precipitation
Diffusion	Solubility
Electrolysis	Solvents

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Acetone
Alcohol
Alcohols
Ammonia

Benzene
Butyl alcohol
Carbon disulfide
Carbon tetrachloride

SOLVENTS—See also—*Continued*

Chloroform	Isobutyl acetate
Cleaning compositions	Isopropyl alcohol
Cyclohexane	Methanol
Furfural	Trichloroethylene
Glycol	Triethyl phosphate

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Sound waves	Vibration
Soundproofing	

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Sound absorbent materials

Apparatus

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See also

Horns, Exponential
Loud speaking apparatus

Radio apparatus
Sound—Measurement

Megaphones

Sound—Recording

Microphones

and reproducing

Moving pictures,

Stethoscope

Talking

Telephone

Phonograph

Voice operated relays

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Talking

Phonograph

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| Heat treating | Furnaces, Heat treating |

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Store door delivery

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STORE location. See Retail trade—Store loca-
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STORE signs. See Signs

STORE windows. See Show windows

STORES (retail trade)

See also

Bookstores	Grocery stores
Chain stores	Market stores
Clothing stores	Men's stores
Department stores	Plumbing shops
Drug stores	Retail trade
Electric shops (retail trade)	Shoe stores
Florists' shops	Show windows
Food stores	Store buildings
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Inventories	Tool rooms

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Filters and filtration	Screens

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 Paper associations
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 Trade unions

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 pulp association guild of America
 American petroleum Golden Guernsey, inc.
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Premiums (merchandizing)	Price policies
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Unions
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Medical service,
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| American federation of actors | International ladies' garment workers' union |
| American federation of labor | Steel workers organizing committee |
| American guild of variety actors | Textile workers organizing committee |
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| Dyehouses—Waste | Sewerage |
| Gas works—Waste | Sulfite liquor |
| Mine waste | Textile mills—Waste |
| Paper mills—Waste | Waste, Utilization of |
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- | | |
|---------------------|-----------------|
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| Electric precipitation | Steam |
| Equation of state | Steam flow |
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| Paper mills—Waste | Waste fuel |
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| Refuse, Utilization of | Solvents—Recovery |
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| Coke manufacture— | Sewage sludge—Gas production |
| By-products | |
| Coke-oven gas | Slag |
| Corncobs | Smelter fumes |
| Farm produce—Industrial uses | Straw |
| Flue dust | Sulfite liquor |
| Flue gas | Tailings |
| Gas manufacture— | Trade waste |
| By-products | Waste paper |
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| Drying | Pumping |
| Erosion | Rain and rainfall |
| Feed water | Rivers |
| Floods | Sea water |
| Humidity | Solution (chemistry) |
| Hydration | Steam |
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| Filters and filtration | Water distribution— |
| Mine water | Cross connections |
| Refuse disposal | Water purification |
| Sewage disposal | Water supply |
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| Hydraulic engineering | Hydroelectric power |
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